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The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

OCTOBER 2 1954



ETHNINE

A NEW COUGH SEDATIVE FOR CHILDREN AND ADULTS

Containing PHOLCODINE

Adequate Cough Sedation permits QUIET, UNINTERRUPTED SLEEP

CONCERNING PHOLCODINE

1 Pholcodine is the approved name for Morpholinylethylmorphine.

2 The properties of Pholcodine are:
Less toxic than Codeine.
Higher anti-tussive factor than Codeine.
Less constipating than Morphine or Codeine.

3 Pholcodine is manufactured by Allen & Hanburys Ltd.

ALLEN & HANBURYS LTD LONDON E2



Calcium in its most effective form

Caldecium is now issued in a new, more colourful pack which gives complete protection and is easier and more effective to display.

Caldecium has proved useful in most forms of calcium deficiency. It is readily taken from a dry spoon or stirred in water.

P.A.T.A. 3/- Literature. (*samples on request*)

CALDECIUM

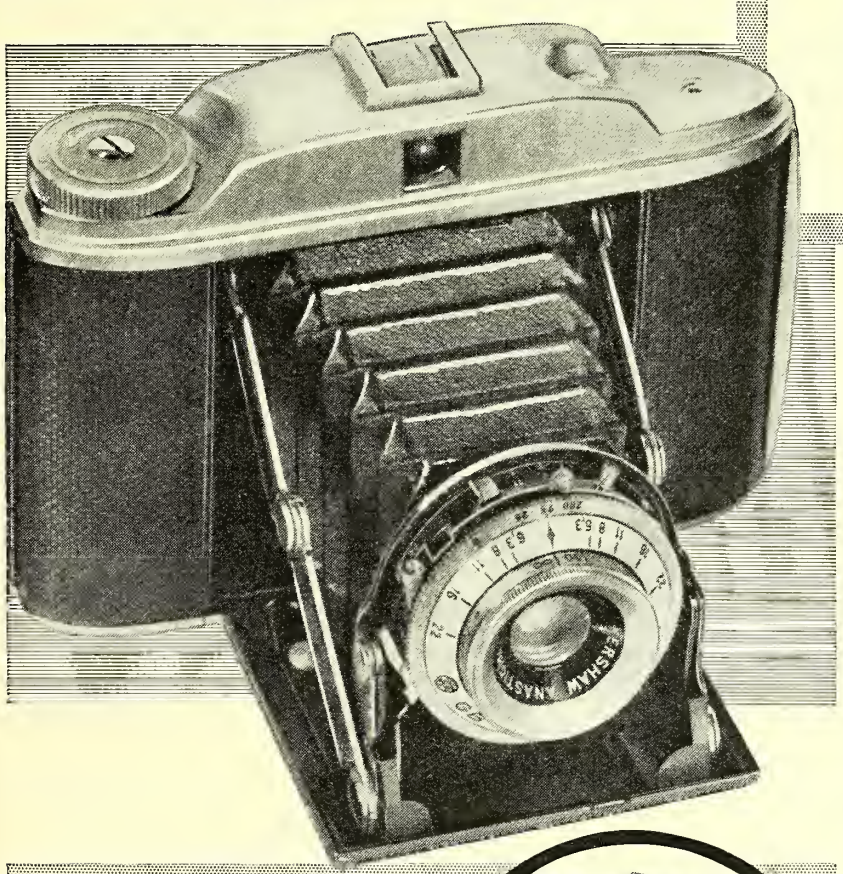
THOMAS KERFOOT & CO. LTD., VALE OF BARDSLEY, LANCS.

K67

Be sure to order now!

THE G.B. KERSHAW 630 Camera

£10.10.8
(Inc. P. Tax)



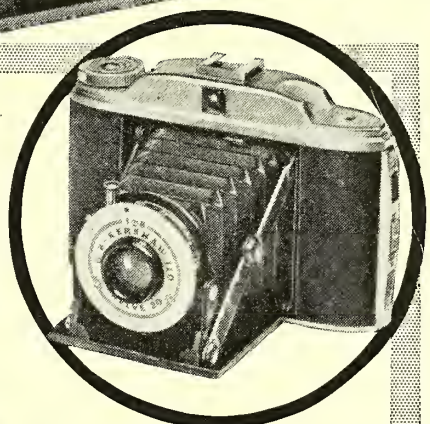
The 630 is the very latest in the new G.B. Kershaw range of cameras in the popular 2¼" square picture size. The 630 has the style and finish of a top-flight camera, modestly priced.

- KERSHAW OTAR. 80mm f/6.3 coated Anastigmat lens in focussing mount.
- Shutter: Vario 00. Three speeds, 1/25, 1/75, 1/200 and "B". Synchronised for Flash. Cable release socket.
- 12 exposures, size 2¼ x 2¼.
- Built-in direct vision optical viewfinder.
- Baseboard shutter release of unique design ensures rock-steady pictures.
- All metal body in grained leathercloth covering.

Make sure you have a stock of

G.B. KERSHAW 110's

A neat, compact little camera at a very reasonable price—just the thing for the aspiring enthusiast.



- Two aperture settings f/11 and f/16.
- 12 exposures—2¼ x 2¼ on No. 120 film.
- Eye-level viewfinder.
- Synchronised flash fitting.
- Handsome leatherette finish.

BE SURE — WITH

GB-KERSHAW

The Distributing Company of Kershaw Cameras is
G.B. EQUIPMENTS LTD., Photographic & Optical Division
Dept. (C.D. 10/54) Mortimer House, 37-41 Mortimer Street, London, W.1. MUSeum 5432

BOPE

A Member of the BRITISH OPTICAL AND PRECISION ENGINEERS' GROUP
Within the J. Arthur Rank Organisation

A

AND NOW! FOR YOUR CUSTOMERS WHO PREFER A POWDER INDIGESTION REMEDY

New Macleans Powder with Aluminium Glycinate

There are many of your customers who would rather take their indigestion remedy in powder form. Now you can offer them the benefits of Aluminium Glycinate in the way they prefer it. In a powder. New Macleans Powder.

AMAZING NEW ANTACID

Aluminium Glycinate actually has the power to restore the stomach to its natural balance. Laboratory tests have proved it. And recent clinical tests with patients suffering from excess acidity show that this is the way to correct hyper-acidity and remove its accompanying pain.

HEAVY ADVERTISING

New Macleans Powder will be supported by a powerful advertising campaign in the National and Provincial Press — commencing Oct. 3rd.

Attractive introductory bonus terms are available to chemists for New Macleans Powder. Be sure to carry adequate stocks of both New Macleans Powder and New Macleans Tablets. In this way you are able to offer the benefits of revolutionary Aluminium Glycinate to *all* your customers who need an indigestion remedy.

Retail Prices:

New Macleans Powder 3/6

New Macleans Tablets 1/3 and 3/6



NEW MACLEANS POWDER

WITH ALUMINIUM GLYCINATE

MACLEANS LTD., GREAT WEST ROAD, BRENTFORD, MIDDLESEX

NMP 54 F2

an EVANS MEDICAL counter speciality

CHILBAN
chilblain cream

selling points

An effective remedy
Non-greasy; non-staining
Prompt relief of irritation
Suitable for broken chilblains
9d. profit on every sale



RETAIL: 2/7½ per tube.
WHOLESALE:
18/- per dozen plus tax.

selling aids

DISPLAY OUTERS
SHOWCARD · COUNTER LEAFLETS
illustrated here

Evans Medical Supplies Ltd

433A

LIVERPOOL: Speke, Liverpool 19. **LONDON:** Ruislip · Middlesex
NEWCASTLE: Tower House, Tower Street · Newcastle-upon-Tyne · **SWANSEA:** 4 Mariner Street · Swansea
GLASGOW AGENTS: The New Apothecaries Company Limited, 59 Glassford Street · Glasgow · C1



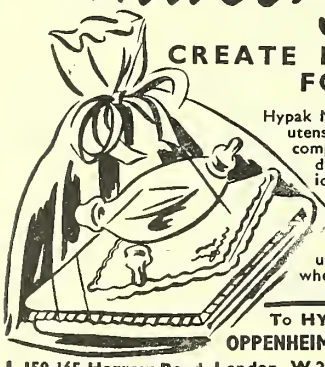
Baby take a bow!

REGISTERED TRADE MARK

HYPAK

BRAND

Nursery Bags



CREATE RECORD SALES FOR CHEMISTS

Hypak Nursery Bags keep Baby's feeding utensils, clothes, toys and bed linen completely protected from all germs, dust, dirt and dampness. They're ideal too for carrying soiled nappies and clothes when travelling or visiting. Mothers have been quick to realise the advantages of this new line which is making up record sales in Chemists everywhere. Retail price is 4/9 per pack.

To HYPAK DIVISION of The
OPPENHEIMER CASING Co. (U.K.) Ltd.,
159-165 Harrow Road, London, W.2 Tel: PADdington 7431

As a.....(insert Retailer or Wholesaler)
I am interested in HYPAK Nursery Bags.

Name.....

Address..... (C&D 2/10/54)

Scottish Sales Depôt: Thornybauk, Fountainbridge, Edinburgh, 3
Telephone: Fountainbridge 1403



Cold Immunity...

ESõBACTULIN

ORAL VACCINE CAPSULES

★

GIVE maximum immunity in a safe and simple 5-day course. Discounts of 33⅓% and a bonus of 13 to the dozen are again offered.



Complete course
7/10½ inc. P. Tax

STOCK UP NOW!

From your usual Wholesaler

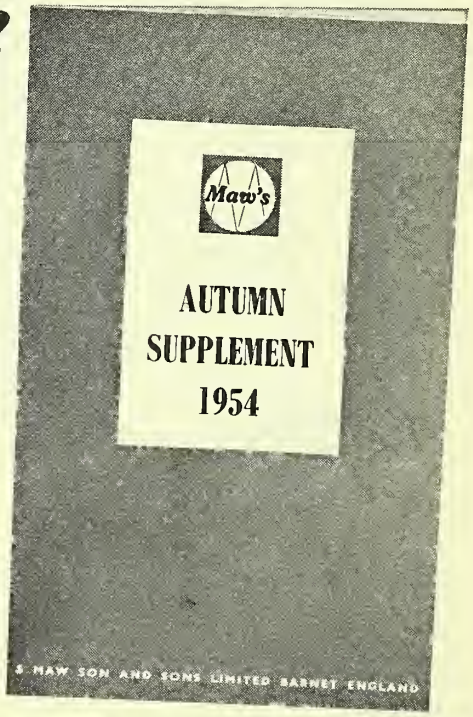
SL **SOUTHON LABORATORIES LTD.**

84-88 UPPER RICHMOND ROAD, LONDON, S.W.15

Better than ever!

Maw's

Autumn Supplement 1954



OVER 250 CHRISTMAS LINES

Travel Kits, Dressing Table Sets, Vanities, Brush Sets, Powder Puffs, Gift Sets, Pouchettes, etc. etc. — in other words a complete range of Chemists' Christmas lines—are fully illustrated in Maw's AUTUMN SUPPLEMENT 1954. If you have not received your copy please let us know when another will be sent to you — by return post.

See all these seasonal items displayed now at our showroom at 67 Jermyn Street, W.1. Whitehall 5255. You can make your journey there a very profitable one!

S Maw Son and Sons Limited
Barnet England

INDEX TO ADVERTISERS

Addis, Ltd. 55
Allen & Hanburys, Ltd. ..... Front Cover
Askit, Ltd. 34
Associated Newspapers, Ltd. ("Daily Mail") 25

Bailey, Robert, & Son, Ltd. 54
Barker, Robert, & Son, Ltd. 60
Bayer Products, Ltd. 7
Beanstalk Shelving Co., Ltd. 6
Belfast Telegraph 38
Benbow, R., & Co., Ltd. 9
Bencard, C. L., Ltd. 17
Bengue & Co., Ltd. 22
Biorex Laboratories, Ltd. 36
Boots Pure Drug Co., Ltd. 54
Box, W. H. 28
Bristol Bottle Co. 40
British Drug Houses, Ltd., The 8
British Dyewood Co., Ltd. 48
Burrough, James, Ltd. ..... Leader Page
Burroughs Wellcome & Co. 29
Burson Elastic Stockings 39
Bush, W. J., & Co., Ltd. 47
Byard Manufacturing Co., Ltd. 28

Carnegies of Welwyn, Ltd. 5
Cellucotton Products, Ltd. 14, 15
Ciba Laboratories, Ltd. 32
Compressed Paper Packing Co., Ltd. 51
Cooper Laboratory, Ltd., The 38
County Laboratories, Ltd. 56
Cox, Arthur H., & Co., Ltd. 8
Cresswell Bros. Sponges 39
Crosskills of Norwich ..... Leader Page
Cunningham, W. R., Ltd. ..... Leader Page
Cussons Sons & Co., Ltd. ..... Cover iii
Cuticura Preparations 37

Daniel, Richard, & Son, Ltd. 13
Denny, P., & Co., Ltd. 50
Domestos, Ltd. 23
Duncan, Flockhart & Co., Ltd. 37

Edme, Ltd. 35
Evans Medical Supplies, Ltd. 3

Fish Optical Co., Ltd. 48
Flexile Metal Co., Ltd., The 52
Franco-British Glass Co., Ltd. 52
Freeman, Wm., & Co., Ltd. 45

G.B. Equipments, Ltd. 1
Golden, Ltd. 24
Gosheron, John, & Co., Ltd. 40
Graesser Salicylates, Ltd. 36
Graesser, Thomas 60

Harley, Thos., Ltd. 40
Hinders, Ltd. 9
Hofels Curative Foods, Ltd. ..... Leader Page
Holloway, E. R., Ltd. 26

Illingworth, E., & Co. (Bradford), Ltd. 31
Imperial Chemical (Pharmaceuticals), Ltd. 16

(continued overleaf)

From the Carnegie Range of Fine Chemicals

EPHEDRINE AND SALTS

CARNEGIES OF WELWYN LTD

Telegrams: 'CARNEGIES, WELWYN GARDEN CITY'

Telephone: WELWYN GARDEN 5001

(6 lines)

INDEX (cont.)

Jeffreys, Miller & Co., Ltd. 40
Jones, Samuel, & Co., Ltd. 48

Kearsley, C. & G., Ltd. 40
Keldon, Ltd. 19
Kellys, John (London), Ltd. 52
Kenwood Laboratories, Ltd. 47
Kerfoot, Thomas, & Co., Ltd. ....Cover ii

Laboratory Nativelle, Ltd. .....Leader Page
Lastonet Products, Ltd. 46
Lee & Sons Metal Works 60
Lehn & Fink Products, Ltd. 21
Leslies, Ltd. 20
Liptons Paper Mills, Ltd. 46
London Commercial Electrical Stores, Ltd., The ... 41
Luxan, Ltd. 28

Macdonald & Son, Ltd. 13
Macleans, Ltd. 2
Maws, S., Son & Sons, Ltd. 4, 34
May & Baker, Ltd. 44
Menley & James, Ltd. 30
"Myers of Old Street" .....Classified Section

Oppenheimer Casing Co. (U.K.), Ltd., The 4
Orridge & Co. .....Classified Section

Parkinsons, Ltd. 22
Progressive Novelties Industries (Manchester), Ltd. 36
Pure Lemon Juice Co., Ltd. 9

Rankin Brothers & Sons .....Leader Page
Ransom, William, & Son, Ltd. 18
Raywarp Textiles, Ltd. 53
Rees, L., & Co., Ltd. 36
Rentokil, Ltd. 50
Ribbands, C., & Sons .....Classified Section
Riddell Products, Ltd. 42
Riker Laboratories, Ltd. 12
Riley, J., & Sons, Ltd. 36

Sangers, Ltd. .....Cover iv
Scruton, O., & Co., Ltd. .....Leader Page
Searle, A., & Co. 41
Shadeine, Ltd. 54
Silvikrin Laboratories, Ltd. 11
Smith & Hill (Chemists), Ltd. 38
Societa Per Azioni Industrie Agricole Meridionali... 40
Southalls (Birmingham), Ltd. 27
Southon Laboratories, Ltd. 4
Sponcel, Ltd. 10
St. Andrew Mills, Ltd. 43
Stewart, Goodall & Dunlop, Ltd. 42
Surgical Hosiery Co., Ltd. 50

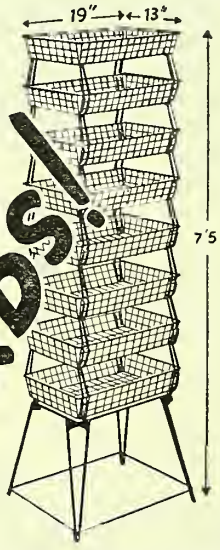
Teasdale & Co., Ltd. .....Leader Page
Toronto Pharmacal Co., Ltd., The 34
Trapow, D., & Co., Ltd. 51

Wagner, R. V. 48
Warm-Glow Co., Ltd., The 20
Warner, Wm. R., & Co., Ltd. 33
Washington Chemical Co., Ltd., The 46
Wesley, Harold 40
Whiffen & Sons, Ltd. 49
White-Hudson Co., Ltd. 35
Wiles, C., Ltd. .....Leader Page
Wimsol, Ltd. 48
Wright, Layman & Umney, Ltd. 32

IN THE WINDOW — ON THE COUNTER

BEANSTALKS give you selling space—UPWARDS!





2-tier 33/1 then add as you need at 20/1 per tier to make ANY height

DETAILS OF ALL MODELS FROM BEANSTALK SHELVING LTD • CHICHESTER • SUSSEX
REGD. TRADE MARK

Your name and address.....

CD.7
G.7

ON THE FLOOR — UP THE WALL

FERGON

IS

THE

RIGHT

IRON

With 'Fergon'* a more consistent haemoglobin response may be expected than with the commonly used oral preparations. Absence of gastrointestinal upsets leads to better absorption and utilization of iron and encourages even the most sensitive patient to follow the treatment regularly.

**specially prepared crystalline ferrous gluconate*

Manufactured in England by

BAYER **PRODUCTS LIMITED, LONDON**

Associated export company: WINTHROP PRODUCTS LTD., LONDON

All over the world, this name



stands for the reliable product

TABLETS

PILLS · PASTILLES · CREAMS · SOLVELLAE · SUPPOSITORIES

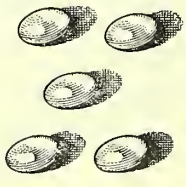
ARTHUR H. COX & CO. LTD.
BRIGHTON, SUSSEX

MERSALYL

'Preferably B.D.H.'



Injection solutions which remain clear and colourless throughout reasonable periods of storage.



Tablets of precise weight, good shape and colour and of correct density for easy disintegration.



Enquiries are invited from manufacturers requiring the bulk substance. Prices are fair and competitive.

THE BRITISH DRUG HOUSES LTD.,
LONDON, N.I

MRSL/T/541

PLJ

is lemon juice . . .

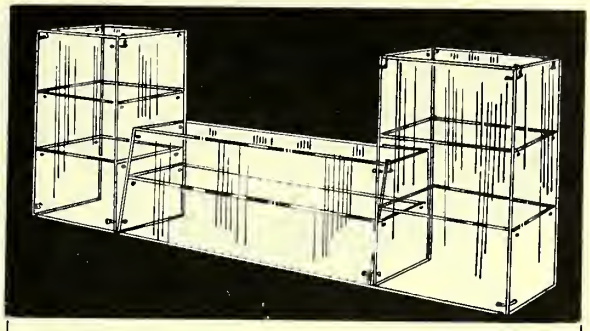
The natural, undiluted, very pleasant juice of *fully-ripened* Sicilian lemons. Many thousands of women are now drinking P.L.J. regularly to keep their skin clear and fresh. Once in the home, they use it for a hundred other purposes. To make real lemonade. To dress salads. To whiten finger-nails and elbows. To rinse hair. And so on. The lemon is a versatile fruit—and anything a lemon can do P.L.J. can do better !

At 2/6 a bottle (4/- for the economy size) P.L.J. is a good purchase. That's why sales are soaring. That's why you should lay in good stocks of this regular selling line.



. . . in a bottle!

P.L.J. CROYDON



DELIVERED AND ERECTED FREE! compare these prices . . .

UPRIGHT MODEL
24" high, 15" long, 12" deep.
Including 2 intermediate shelves. **£4·0·0**

UPRIGHT MODEL
36" long, 12" high, 12" deep.
Including 2 intermediate shelves. **£4·0·0**

Complete unit as illustrated **£12·0·0**

¼" **GLASS ALL EDGES POLISHED**
Patent clip glazing — all metal chrome on Brass

Direct from the distributors :
R. BENBOW & CO. LTD., 48a UNION ST.
TORQUAY, DEVON



Model 101
Retail price
69/6
Inc. Tax

Be ready for increased seasonal demand for *Hinders*

RADIARAY

Infra Red and Radiant Heat Lamps

Quick sales assured by

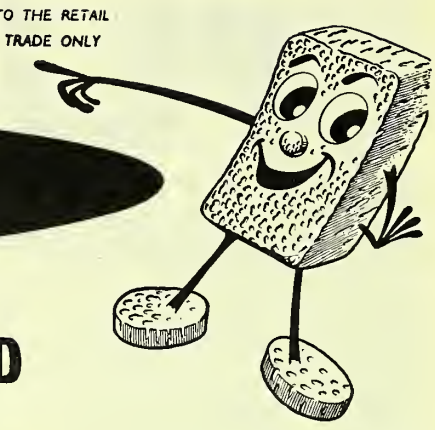
- Attractive designs
- Keen prices
- Improved type element providing increased radiation and ensuring first-rate performance
- Sound construction coupled with high grade materials
- Wide range of models to meet varied requirements (including Tax Free Prescription Models)

Illustrated brochure available from ***Hinders Limited*** 174/192 Estcourt Road, London, S.W.6 Est. 1919

B

SPECIAL OCTOBER OFFER

TO THE RETAIL TRADE ONLY



4 Spontex HOUSEHOLD SPONGES—*VALUE 9/10d.* TAX PAID RETAIL and this *NEW* display unit given *FREE* for a 4 dozen order



9/10 ADDITIONAL CLEAR PROFIT

THIS OFFER DEFINITELY CLOSES ON OCT. 31st, 1954

This offer is made to every retailer who undertakes to use this attractive display (of which the 4 free sponges form a part) and WHO ORDERS THROUGH US for delivery and invoice by usual supplier, one dozen of each of the four sponges displayed (i.e. 1 doz. 45H, 1 doz. 28H, 1 doz. Dish Mops, 1 doz. Dish Mop Refills).

Here is a great opportunity for EXTRA PROFIT from quick-selling SPONTEX HOUSEHOLD SPONGES—Your outlay, including Purchase Tax, is 84/2d. . . . your return is 117/10d., plus this bonus of 9/10d.

Orders, stating name of wholesaler through whom they are to be invoiced and delivered, should be sent to Sponcel Ltd., 40 Chancery Lane, London, W.C.2, clearly marked FREE GIFT OFFER. The 4 FREE Sponges and display piece will then be despatched direct to you, and we will arrange for delivery of your order by the Wholesaler you nominate.

TO HELP YOU SELL

MORE BIG ADVERTISING IN LEADING WOMEN'S MAGAZINES

SPONTEX FILM AGAIN IN LEADING CINEMAS THROUGHOUT THE COUNTRY

Spontex *SPONGES MEAN BUSINESS... MORE BUSINESS FOR YOU*

THE ONLY CELLULOSE SPONGES BRITISH MADE IN A BRITISH FACTORY

SELL SPONTEX AND YOU SELL TO CUSTOMERS WHO COME AGAIN FOR MORE Sponcel Ltd., London & Swansea

Silvikrin

IS NOW THE FASTEST SELLING LIQUID SHAMPOO!



PACKETS OR CASH, whichever way you look at it, chemists are now selling more Silvikrin Liquid Shampoo than any other brand. And some chemists are selling eleven times more Silvikrin shampoo than others *because they are displaying it on the counter!* You cannot make more profitable use of your valuable counter space.

Silvikrin *Shampoos*

POWDER ★ LIQUID ★ CREAM

MADE BY SILVIKRIN LABORATORIES · HONEYPOT LANE · STANMORE · MIDDLESEX

Something entirely NEW!!!

CALCIUM DISODIUM VERSENATE *

BRAND CALCIUM DISODIUM ETHYLENEDIAMINE TETRA-ACETATE

for

THE TREATMENT OF HEAVY METAL INTOXICATION

A SPECIFIC FOR LEAD POISONING

Calcium Disodium Versenate supersedes all previous forms of therapy. The calcium is present in a chelated form and is readily displaced by lead and other heavy metals to form non-toxic, non-ionised soluble chelates which are excreted unchanged in the urine. Calcium Disodium Versenate does not affect body calcium nor those metals normally present in physiological combination.

The literature dealing with the successful use of Calcium Disodium Versenate in many cases of lead poisoning is now extensive.

NON-TOXIC

WELL TOLERATED

EFFECTIVE

Available in boxes of 6 ampoules, each containing 0.2 gm. in 5 cc.

Retail Price 42/- per box plus 7/- P.T.

Detailed Literature on request

RIKER

RIKER LABORATORIES LIMITED

LOUGHBOROUGH · LEICS

* VERSENATE is a registered trade mark of Versenes Inc.



PACKED TABLETS
FOR COUNTER SALE

Manufactured by

RICHARD DANIEL & SON LTD.

PRICE LIST ON APPLICATION

MANSFIELD ROAD, DERBY

TELEPHONE - - - 48266 (4 LINES)

ALSO AT **ASHTON-UNDER-LYNE**

TELEPHONE - - 2816 (3 LINES)



PLACE YOUR ORDER NOW!

An attractive counter satchel for the Christmas shopper.

the " Bell and Lantern " design

COUNTER SATCHEL

5″ × 7″ × 9½″

This striking seasonal counter satchel, of good quality paper, is our own Certor design. A very attractive satchel for the gift season. In four colours, with slogan, " Christmas Greetings."

Colours: Red, green, gold, and brown. Paper: Bleached kraft

1000	...	...	...	**20/-**
5000	...	...	...	**19/6** per 1000

Attractive Wrapping Paper, too

Our " Robin " design wrapping paper is also bright and colourful. This is a good quality paper. The slogan, " Christmas Greetings," is incorporated in the design.

Colours : Red, green, and brown Paper : White sulphite

Ream	...	...	...	**41/-**
144 sheets	...	...	...	**12/9**
72 sheets	...	...	...	**6/8**

FOR YOUR CHRISTMAS DISPLAYS—Display papers, festoons, banners, etc.; display stands; and the new Dexit Display—Tool Outfit, a set of best-quality tools for interior and window displays. For full details see our special eight-page Christmas folder.

Above goods sold to chemists only

MACDONALD & SON LTD. · HOPE MILLS · POLLARD STREET · MANCHESTER 4

On October 13th, 11½ million readers of the DAILY EXPRESS will see this half page advertisement!



No more sore noses!—use gentle KLEENEX

1/-
also 2/- and the "Family Box" at 2/9
*Reg. T.M.

MADE BY CELLUCOTTON PRODUCTS LTD., LONDON

WHAT'S MORE, ADVERTISEMENTS WITH THE SAME SELLING IMPACT WILL BE APPEARING IN

DAILY MAIL · DAILY MIRROR · DAILY SKETCH · NEWS CHRONICLE
SUNDAY EXPRESS · SUNDAY GRAPHIC · SUNDAY PICTORIAL
SUNDAY POST · JOHN BULL · ILLUSTRATED · PICTURE POST
WOMAN · WOMAN'S OWN · WOMAN'S ILLUSTRATED · WOMAN'S WEEKLY
EVERYWOMAN · MODERN WOMAN · WOMAN AND BEAUTY · FAMILY DOCTOR

WITH A TOTAL CIRCULATION OF 36,481,000 PER ISSUE AND A TOTAL READERSHIP OF 98,467,000 MEN AND WOMEN!

KLEENEX-STOCK IT! DISPLAY IT

MADE BY

KLEENEX

HOLDS OVER 50% OF THE TISSUE HANDKERCHIEF MARKET NOW!



*SAYS LITTLE LULU BY Marge

KLEENEX-

SOFT! STRONG! POPS UP!

Hitting hard at the peak of the colds season, this strongest-ever advertising campaign will sell more Kleenex* than ever before.

to gather your share of rocketing sales this winter!

CELLUCOTTON PRODUCTS LTD., LONDON *Regd. T.M.

Look out for 'Savlon'

TRADE MARK



a new antiseptic cream containing 'Cetavlon'

Commencing October 14th large advertisements will appear in

DAILY HERALD, DAILY MAIL, DAILY MIRROR, NEWS of the WORLD, PEOPLE, SUNDAY PICTORIAL, READER'S DIGEST, WOMAN'S WEEKLY, WOMAN'S OWN, JOHN BULL, GLASGOW SUNDAY POST, AND BELFAST EVENING TELEGRAPH. FULL POINT-OF-SALE SHOW MATERIAL WILL BE AVAILABLE.

'Cetavlon', the active constituent of 'SAVLON', is a powerful antiseptic that is well-known and widely used in hospital and medical practice because of its advantages over other antiseptics.

'Savlon' **is an all-purpose antiseptic for over-the-counter sales, to retail at 2/6d. a tube. It can confidently be recommended for a great variety of uses ranging from the first-aid treatment of wounds and burns to common skin complaints, care-of-the-hands and napkin rash.**

Details of this new sales maker from are being sent to you by post

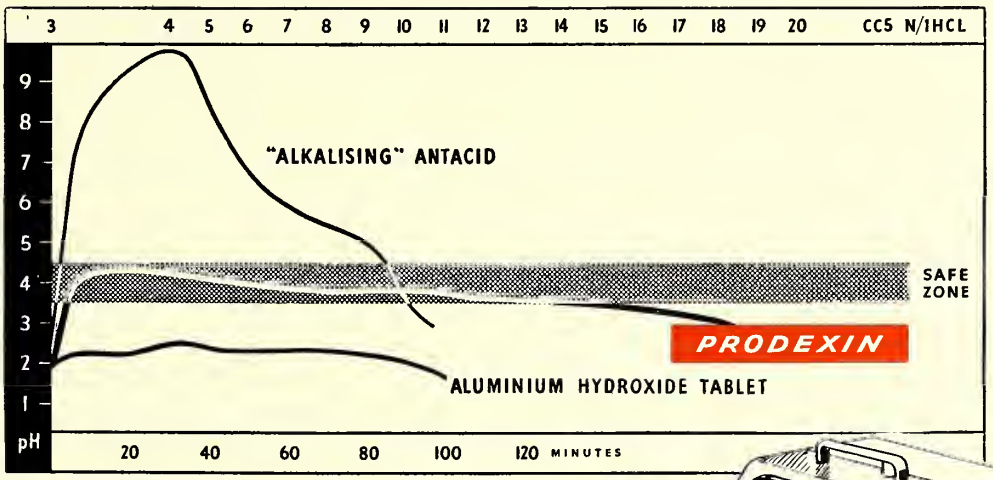
IMPERIAL CHEMICAL (PHARMACEUTICALS) LTD., Fulshaw Hall, Wilmslow, Manchester.

A subsidiary company of Imperial Chemical Industries Ltd.

Ph. 467

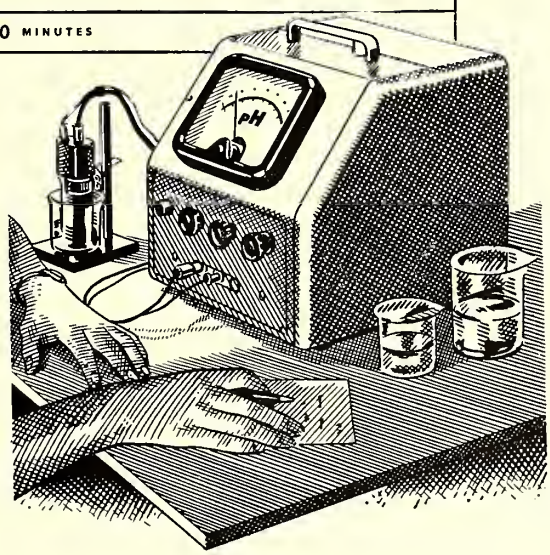
A New development providing CONTROLLED antacid therapy

Prodexin is a new product containing aluminium glycinate, and belongs to the buffer group of antacids. It depends for its action upon the slow release, on hydrolysis, of active aluminium hydroxide gel and glycine (amino acetic acid). Glycine rapidly raises the pH to 2, sparing the aluminium gel for the later stage of raising it into the "safe zone" of pH 3·5 to 4·5. Prodexin maintains an equable gastric environment for long periods without alkalisation.



Prodexin provides a convenient, economical and safe treatment for HYPERACIDITY and PEPTIC ULCER.

The tablets, sucked one at a time, maintain the pH of the stomach contents within the "safe zone" for up to two hours. With Prodexin there is no risk of acid rebound or alkalosis. Prodexin tablets are pleasant to suck and they do not form gritty particles in the mouth or give rise to constipation.



PRODEXIN

Each tablet contains:—

Aluminium glycinate.....0·9 gramme.
(*dihydroxy aluminium aminoacetate*)
Light magnesium carbonate.....0·1 gramme.

The basic N.H.S. cost of treatment at the rate of 6 Prodexin tablets daily is 8½d.

Manufactured in the laboratories of

C. L. BENCARD LIMITED

MINERVA ROAD · PARK ROYAL · LONDON N.W.10

BENCARD

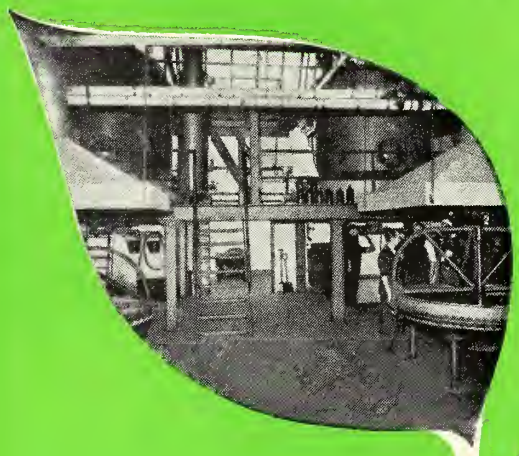
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Let RANSOM'S

process your own raw materials—

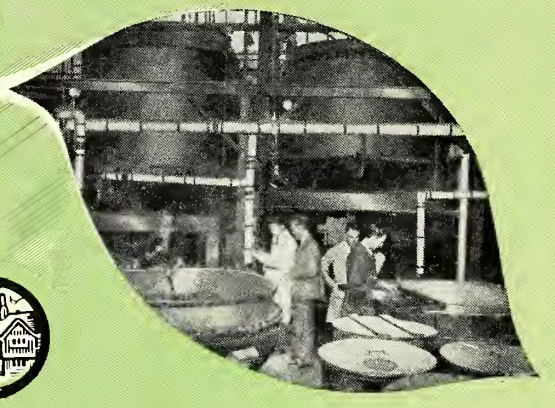
ROOTS, BARKS, LEAVES FLOWERS, SEEDS, ETC.





In addition to processing the medicinal plants grown on their own farm, Ransoms are meeting an increasing demand from the pharmaceutical and allied industries for the extraction or other treatment of raw materials such as roots, barks, leaves, flowers, seeds, etc., supplied by customers themselves. Ransom's experience in processing medicinal plants for over a century places them in a unique position for assisting those in the industry who prefer to buy their own raw materials but who have not the equipment or specialised personnel to carry out such operations.

Enquiries are invited on any problem connected with the processing of medicinal plant raw materials.



Established 1846

WILLIAM RANSOM & SON LTD.

Manufacturing Chemists and Medicinal Plant Growers for over a Century

HITCHIN HERTS

Famel Gets results

. . . For your customers

Market research has given striking confirmation of the value of Famel Syrup. Of the many people asked — 'What made you first try Famel Syrup?' — *58%* answered — *Recommendation* by friends or relations!

You can recommend Famel with absolute confidence.





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Famel 'big-space' National advertising for both Famel Syrup and Famel Pastilles will be hard at work selling for you again this season, and to tie up with the new campaigns we have produced fine NEW SHOWCARDS illustrated here which will help attract maximum business to your counter.

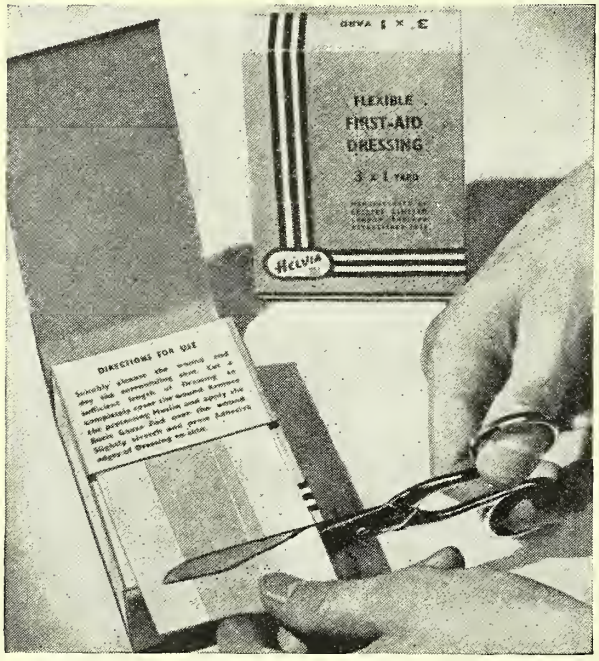
Stock up now; *you can if necessary add any other Keldon lines to your order to secure our generous quantity discounts.*

Famel SYRUP & PASTILLES

KELDON LTD · PERIVALE · MIDDLESEX

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THIS NEW, HYGIENIC DISPENSER TYPE PACK



will create big sales for

HELVIA REGD TRADE MARK

FLEXIBLE FIRST-AID DRESSING

Arrange through your WHOLESALER to stock and display HELVIA Flexible Dressing now available in this attractive new pack. More compact... more convenient... more hygienic... it's the last word in modern first-aid dressing.

Made up in continuous lengths of 1 yard - 1½", 2½" and 3" wide.

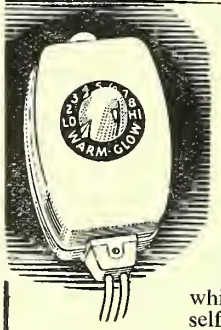
Ideal for Home, Sport, Motoring, and all occasions when a small pack is required.

★ **Sold only through leading Chemists**

LESLIES LTD, WALTHAMSTOW, LONDON, E.17 *Established 1823*

WARM-GLOW ELECTRIC BLANKETS

ARE *ALWAYS* BEST SELLERS



Serial No ★ 2118 BRITISH GOOD HOUSEKEEPING INSTITUTE GUARANTEES REFUND OF MONEY OR REPLACEMENT IF NOT IN CONFORMITY WITH THE INSTITUTE'S STANDARDS

VIGILUX *Electric* BLANKET

Pat. No. 671239

with FINGER-TIP BEDSIDE CONTROL

The only Blanket control which is infinitely variable, self-compensating and sensitive to bed and body temperatures. THE VIGILUX (Regd.) has all the luxury features of the Warm-Glow single-heat Blanket—plus finger-tip bedside temperature control, and many other refinements. The full size woollen blanket is part of the bed-clothes and is not removed before retiring. Waterproof element and first-class workmanship gives it a higher safety factor than any other blanket on the market. Shock-proof and washable.

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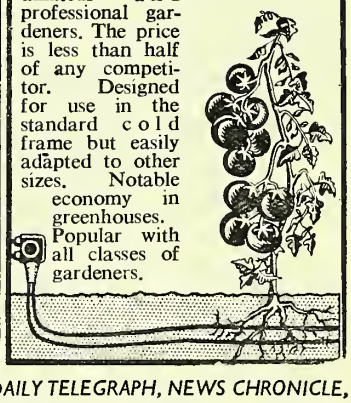
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WARM-GLOW SOIL HEATERS

They give reliable service with complete safety. They are of inestimable value to both amateur and professional gardeners. The price is less than half of any competitor. Designed for use in the standard cold frame but easily adapted to other sizes. Notable economy in greenhouses. Popular with all classes of gardeners.



Advertisements are appearing regularly this Autumn and Winter in the *DAILY EXPRESS, DAILY MAIL, DAILY TELEGRAPH, NEWS CHRONICLE, TIMES, SUNDAY CHRONICLE, SUNDAY DISPATCH, SUNDAY TIMES, EVERYBODY'S, ILLUSTRATED, PICTURE POST, PUNCH, Etc.*

ASK YOUR WHOLESALER FOR FURTHER DETAILS OR WRITE TO DEPT. C.3.

The WARM-GLOW Co. Ltd. · LEIGH-ON-SEA · ESSEX · ENG.

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An Easy £1 Profit

on this Hinds and Etiquet

bonus parcel at 51/10d including tax

THIS OUTSTANDING OFFER CLOSES ON OCTOBER 8th, SO ORDER (FROM WHOLESALERS ONLY) NOW !

HOW THE DEAL WORKS:

YOU PAY 51/10d FOR THE PARCEL, CONTAINING HINDS HAND CREAM AND ETIQUET CREAM DEODORANT.

YOU GET TWO BOTTLES OF HINDS CREAM FREE

YOU MAKE 40% PROFIT. (20/8d ON 51/10d INCLUDING TAX)

EACH PARCEL CONTAINS THE FOLLOWING ITEMS:	SELLING PRICE.
FOUR 2/6d ETIQUET CREAM DEODORANT	10. 0.
TWELVE 1/2d BOTTLES OF HINDS CREAM	14. 0.
ELEVEN 2/- BOTTLES „ „ „	£1. 2. 0.
TWO 3/6d BOTTLES „ „ „	7. 0.
TWELVE 1/2d TUBES „ „ „	14. 0.
ONE 3/6d BOTTLE „ „ „ FREE	**3. 6.**
ONE 2/- „ „ „ „ FREE	**2. 0.**
TOTAL SELLING PRICE	£3. 12. 6.
COST PRICE INC. TAX	£2. 11. 10.
YOUR PROFIT	£1. 0. 8.

● TAKE ADVANTAGE of this generous offer before October 8th. Place your order *with your wholesaler* for these special bonus parcels NOW ! (No limit to the number you may order.)

NATIONAL ADVERTISING FOR BOTH PRODUCTS

Don't forget to display Etiquet and Hinds Cream on your counter and in your window, to tie-in with national advertising! Etiquet advertisements are appearing in "WOMAN", and the "DAILY MIRROR", and a striking new campaign for Hinds commences this month in "WOMAN" and "WOMAN'S OWN".

LEHN & FINK PRODUCTS LIMITED, RAYNES PARK, LONDON S.W.20.

VELTIS

MEDICATED

EMOLLIENT CREAM

NON-GREASY, PERFUMED
AND NON - PERFUMED

Veltis soothes irritated and roughened Epidermis

RESTORES AND MAINTAINS
A SMOOTH TEXTURE

Invaluable in all seasons for the care and protection of the skin, and equally suitable for baby's toilet.

Packings and Prices	Retail	Price per doz.	P. Tax
40 gm. tube (Unperfumed)	1/9	12/6	3/1
40 gm. tube (Perfumed)	2/4	12/6	9/2
2 oz. jar ,,	4/-	22/-	16/1½
2 oz. jar (Unperfumed)	3/-	22/-	5/4½
1 lb. jar ,,	—	12/-	3/-
1 lb. jar (Perfumed)	—	12/-	9/-

OPOBYL BAILLY

INDICATED IN

HEPATITIS,
HABITUAL CONSTIPATION

★

Promotes medical drainage of the biliary tract and re-establishes the hepato-biliary equilibrium without causing either vesicular hyperkinesia, or intestinal irritation.

★

PACKINGS

YOUR PRICE: 50 PILLS - 25/4 per doz. plus 6/2 P.T.
Dispensing Pack: 250 PILLS - 10/- net.
RETAIL PRICE: - - - - - - - - - 50 PILLS - 3/4

BENGUE & CO., LTD.

Manufacturing Chemists, MOUNT PLEASANT, ALPERTON, WEMBLEY, MIDDX.

He's out to sell

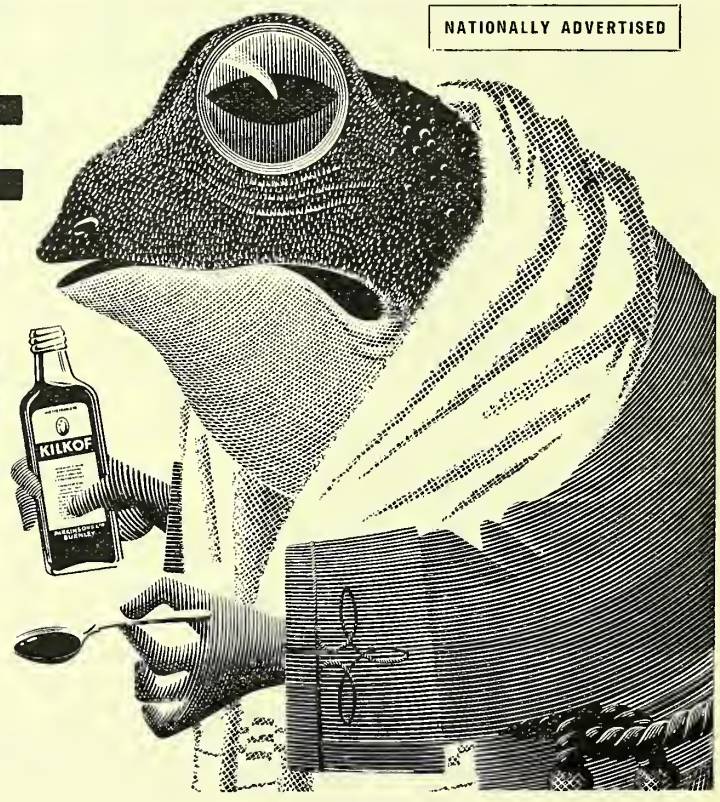
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and

KILKOF KONES

—are YOU?

NATIONALLY ADVERTISED



Generous profits. Backed by nation-wide advertising in press and magazines. Apply now for window transfers.

PARKINSONS LTD. BURNLEY
Manufacturing Chemists

YOUR DAILY HELP MEANS BUSINESS

"Clean Victory" for Domestos

Battle of the Bend Boosts Business

The Domestos Puppet Films are unique. Wherever they are shown audience reaction is favourable. They are more than entertainment. They pack a terrific punch. The message gets home. And the tell-tale till records the impact made on sales. See these films when they are in your district. We will let you know when and where.



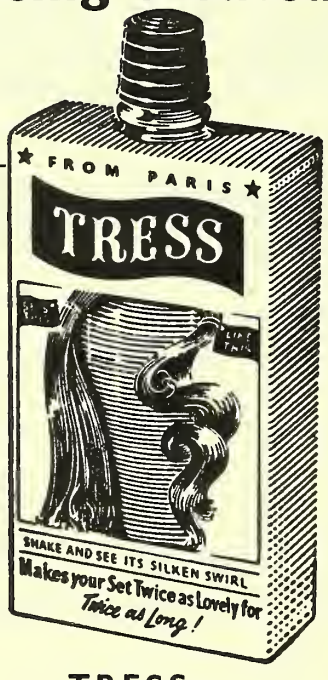
What they say about the Films

". . . . well received locally."
". . . . . the public have told me how cleverly . . . . the theme was put across."
"Members of the cinema staff say the film created quite a stir."

DOMESTOS LIMITED, COLLEGE WORKS, ALBION ROW, NEWCASTLE UPON TYNE, 6

An entirely *New Market* is being created by these fast-selling

L'OREAL HAIR BEAUTY PRODUCTS







TRESS

TRADE PRICE 14/4d. per doz.
75% Tax
RETAIL PRICE 2/8d. per bottle

TRILL

TRADE PRICE 13/8d. per doz.
75% Tax
RETAIL PRICE 2/6d. per tube

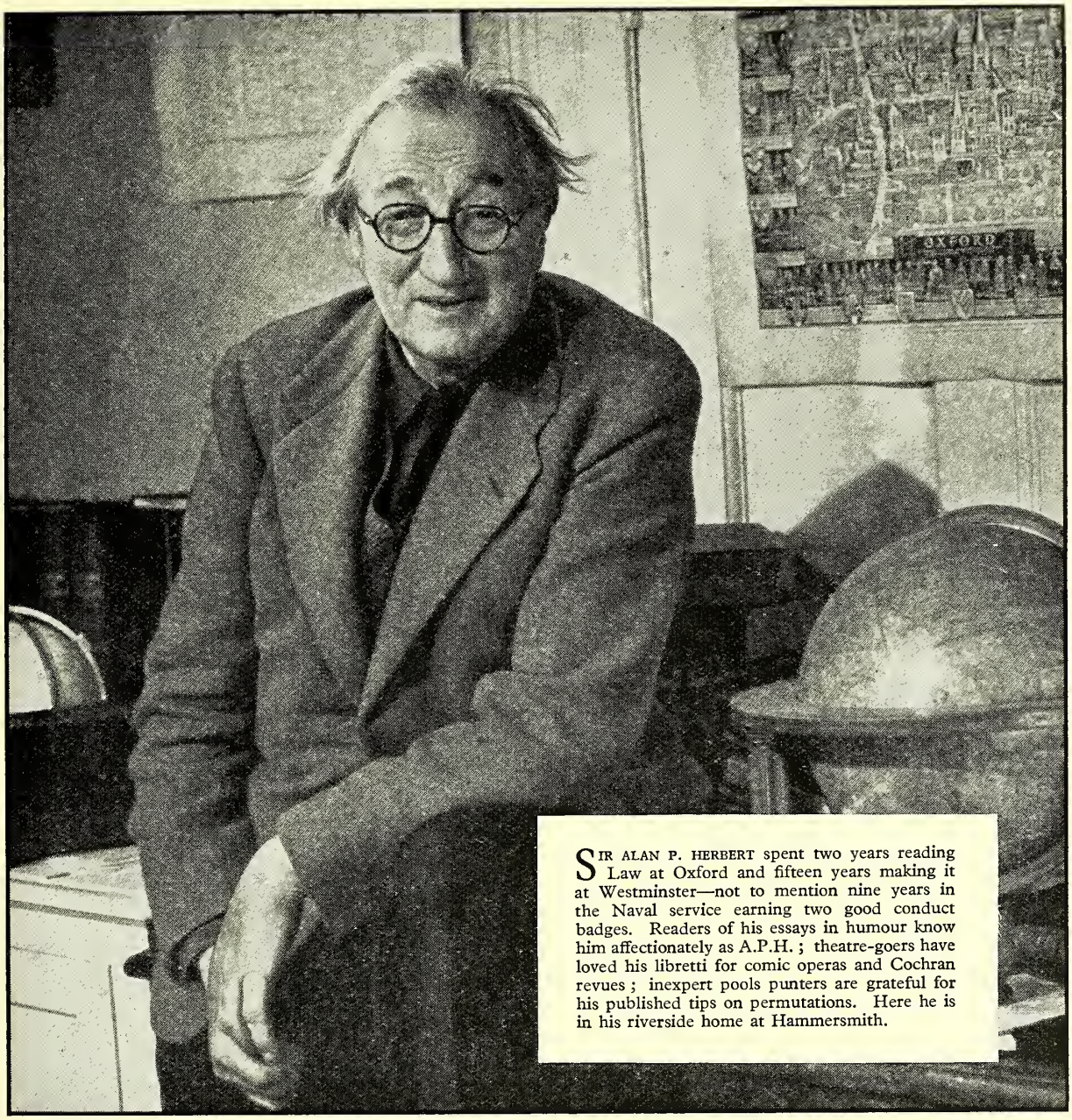
COLORAL

TRADE PRICE 6/2½d. per doz. cards
75% Tax
RETAIL PRICE 1/2d. per card of two rinses

ARE YOU CASHING IN ON THEM?

Marketed by **GOLDEN LTD** · **2/4 DEAN STREET** · **LONDON** · **W.1** · Ger. 4926

Manufacturing and sales agents in Eire: LILMAR PHARMACEUTICALS LTD., Santry, Co. Dublin, Eire.



SIR ALAN P. HERBERT spent two years reading Law at Oxford and fifteen years making it at Westminster—not to mention nine years in the Naval service earning two good conduct badges. Readers of his essays in humour know him affectionately as A.P.H.; theatre-goers have loved his libretti for comic operas and Cochran revues; inexpert pools punters are grateful for his published tips on permutations. Here he is in his riverside home at Hammersmith.

"My Daily Mail" *by SIR ALAN HERBERT*

"I FIND my Daily Mail a friendly fellow. Too many papers are all snap and snarl. 'Comment' is about my favourite leading article, sound, independent sense, finely written.

I like my old friends Illingworth and Lane-Norcott (though I do not see enough of Maurice): and Don Iddon, who paints with such gusto the best picture of the States. I even like Peter Quennell, though he never reviews my books. I like the Pools Department, though the type is not good for old eyes. I like Tanfield's Diary and other odd corners.

I like the look and feel of the paper. It does not shout at me with enormous headlines: it does not offend me with a hysterical make-up, and too many pointless pictures. In short, I am glad to throw the Daily Mail a friendly flower or two."



Fine Combs & fancy goods by **Barnet**

In addition to being the world's largest range of combs, Barnet combs and fancy goods are supplied in attractive display and dispenser packs for quick sales. Made of quality plastics in consumer tested colours, Barnet products are priced right to suit every purse. Ask your usual wholesaler for details of the 1954 ranges, including many new profit making ideas.

- COMBS AND CASES
- SUNGLASSES
- PLASTIC WALLETS, ETC.
- VANITY SETS, ETC.
- PENS & ARTISTS' BRUSHES
- *NOW—NYLON COMBS IN WONDERFUL NEW COLOURS*

Manufactured solely by :

E. R. HOLLOWAY LTD.,

WELWYN GARDEN CITY, HERTS., ENGLAND. Telephone : WELWYN GARDEN 4444

NEW Blue Star

October 1st Introduces BLUE STAR Santowels

So soft and absorbent — Fine white cotton wool, with cellulose centre giving maximum absorbency. *So protective* — Grey moisture-proof back prevents "striking through". *So chafeproof* — Moisture-proof sides banish damp chafing. Retail Size 1, 2/-; Trade Price per doz. pkts. 18/8. Retail Size 2, 2/6; Trade Price per doz. pkts. 23/5.

October 1st *Reduced Trade Prices*

Price decrease — Sales increase

You have only four weeks before the public are told of the new reduced prices — order from your wholesaler now to meet the demand.

Stock

Southalls

For Bigger Sales

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Packed with Selling Points

'HALO' Regd.

'TANGO' Regd.

NYLON

HANGING CARD PACKS



Consumer confidence ensures steady demand for N.32 small mesh Nylon hair nets. Supplied in all hair shades, in printed transparent single envelopes, packed 6 dozen on a card.

Ask your wholesaler about the full range of 'Halo' and 'Tango' Display Packs.

Made by:

BYARD MFG. CO. LTD., NOTTINGHAM

they all agree



Luxan and Luxol Sanitary Towels are superior in every way, giving peace of mind and reassuring comfort on every occasion.

Increased sales are yours —if you take advantage of this repeated preference by stocking

Luxan AND Luxol

LUXAN LTD. 4 CHEPSTOW STREET, MANCHESTER 1

London Office:

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There's no 'off-season' for



BOX'S

INDIGESTION PILLS

The Old Established

Family Remedy

P.A.T.A. Retail Prices:

1/5, 3/4, 5/5, 13/4, 24/2 (incl. tax)

W. H. BOX, 161 KING STREET, PLYMOUTH



MIGRATION TIME is 'Kepler' time! When birds flock south, it's none too soon to think in terms of winter trade. Many mothers have already started building up their families' resistance to infection with protective, palatable 'Kepler'—thousands more will follow their example in the treacherous months ahead. Prudent pharmacists will therefore not delay in reviewing stocks of this steady winter seller. Order now—and plan a "'Kepler' corner" in your winter window display.

'KEPLER' BRAND COD LIVER OIL WITH MALT EXTRACT

Protects the bodies it builds

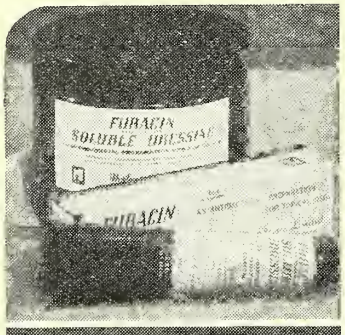
BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON

FOR THE TREATMENT

AND

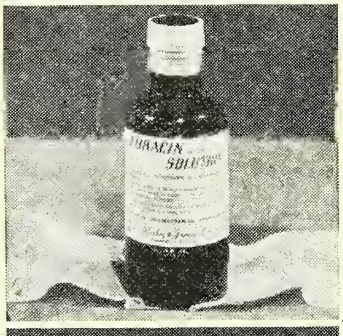
PREVENTION OF INFECTION

in **wounds, burns,** etc.



'FURACIN' SOLUBLE DRESSING

in 1-oz. tubes, and 4 and 16-oz. jars



'FURACIN' SOLUTION

in 2, 4, and 16 fl. oz. bottles



'FURACIN' EAR SOLUTION

in 1 fl. oz. bottles with dropper

FURACIN

(TRADE MARK)

the potent antibacterial specifically designed for local application

MENLEY & JAMES, LIMITED, COLDHARBOUR LANE, LONDON, S.E.5

FT54

E. Illingworth & Co (BRADFORD) Ltd

Shelf Mills, Shelf, nr. Halifax, Yorkshire

Tel: Low Moor 400 (4 lines) *Grams: "Illmond," Bradford*

COTTON WOOLS

B.P.C. Quality Cotton Wools
Hospital Quality Cotton Wool
(Drug Tariff.)
Sterilised and Unsterilised,
In all weights, for home and export.
Quantities labelled with your own labels.
Cotton Wool Dispenser
(Pleated Filling, Attractive Carton)

BOTTLE NECK WOOL
FILTER PADS
WOOL & COTTON TISSUE
B.P.C. Quality
RESPIRATOR REFILLS
KNITTED BANDAGES

PACKING MATERIALS

NEEDLELOOM FELTS

For thermal, sound and vibration insulation and protection.

COTTON WOOLS

Bleached and Unbleached Rolls from 2 in to 40 in. wide, weights 3 oz. per sq. yd upwards.

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 162 October 2, 1954 No. 3893

CONTENTS

A Non-electric Dry Shaver 341
BRITISH PHARMACEUTICAL CONFERENCE:
Symposium Session (concluded)... 351
Changes in Pharmaceutical Practice (concluded) 342
Figures in Pharmaceutical World—22 347
Guide to New Medicaments ... 356
Hospital Pharmacy Forum 355
Irish Council Election 338
Irish Drug Association 357
Leading Articles:—
Science at Oxford 349
Overseas Trade in August ... 349
Enforcing a Contract of Sale ... 349
New Book 355
New German Proprietaries 356
Pharmaceutical Society of Ireland:
Council Meeting 346
Pharmaceutical Society of Northern Ireland: Council Meeting ... 345
Share Movements, July to September 345
Topical Reflections 339
William Crawford Gorgas 350

Births 340
Business Changes ... 340
Coming Events ... 360
Company News ... 340
Correspondence ... 350
Deaths 340
Marriages 340
New Products ... 341
P.A.T.A. 360
Personalities 340
Price Changes ... 360
Print and Publicity ... 356
Trade Marks 360
Trade Notes 341
Trade Report 358
World Trade 359

INDEX TO ADVERTISERS, Pp. 5 & 6.

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ANNUAL SUBSCRIPTION, which includes The Chemist and Druggist Diary and Year Book, £2. Single copies one shilling each.

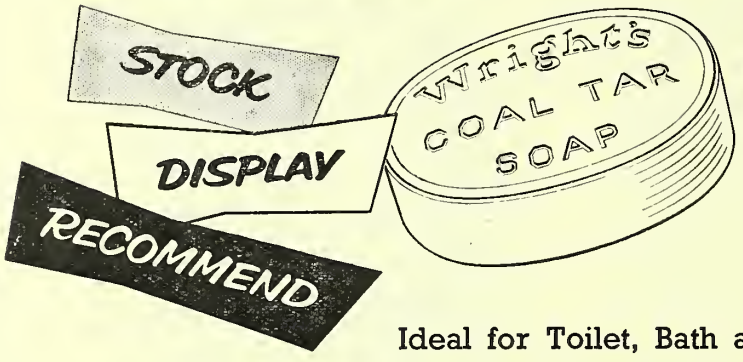
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For 50 *years awarded the*

CERTIFICATE OF MERIT

of the Royal Institute

of Public Health and Hygiene



WRIGHT'S

COAL TAR

SOAP

Ideal for Toilet, Bath and Nursery

BRADOSOL LOZENGES

each containing

0.5 mg. β-phenoxy-ethyl-dimethyl-dodecyl ammonium bromide

Rapidly soothe and relieve

SORE THROATS

and

MOUTH INFECTIONS

Tubes of 20 Lozenges (2/6) Subject to the usual discounts Exempt Purchase Tax

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The CHEMIST AND DRUGGIST

Volume 162 OCTOBER 2, 1954 No. 3893

DERATING OPPOSED
By Chambers of Commerce

THE Association of British Chambers of Commerce has urged the Minister of Housing and Local Government to set aside the proposal of the County Councils Association that legislation should be introduced to abolish derating. The request of the County Councils Association, the Chambers of Commerce stated recently, was for legislation to rate industrial and freight transport hereditaments on the full net annual value, and agricultural hereditaments on a quarter of the net annual value. The Association deprecated that proposal as "the one-sided view of administrators seeking revenue without regard to the consequences to those from whom the revenue is sought." The Association further stated that only after a decision had been made about what duties should be performed by local authorities could an estimate be made of funds to be raised by them as distinct from Government grants. That would then raise the question of the distribution of the expense over those who benefited from it.

Sir Harry Pilkington (president of the Federation of British Industries) speaking at Reading on September 21, declared that the outcome of the county council proposals would be a shock to confidence that would undo all the results of wise encouragement given to investment in plant and machinery by the investment allowance introduced by the Chancellor of the Exchequer this year. The fact that industry was prosperous at the moment was no reason for imposing on it a permanent burden of many tens of millions of pounds a year. Industry was prosperous now only because it was successfully competing and getting more business at lower margins, and because it was spending more money on modernisation and mechanisation.

PHARMACISTS' UNION
Views on Linstead report

CONSIDERING the published details of the Linstead report on hospital pharmacy (see *C. & D.*, July 27, p. 57) the council of the Registered Pharmacists' Union, at a meeting in London on September 22, recommended an immediate increase of £200 per annum in the salaries of all hospital pharmacists. That sum, said the council, would be more than covered by the savings that could be effected by the full use of the knowledge and skill of pharmacists who at present, due to the low salaries ruling in the hospital service, desert it for industrial posts where their economic worth is more adequately appreciated. The council thought that the suggestion contained in the report that there should be a conference to regularise the position of dispensing assistants, should have added the clause "to relegate their functions to those which they can be permitted to perform under the direct supervision of a pharmacist." The council also noted with surprise the omission of any reference to the position of the indentured pharmaceutical student in the hospital service. It was agreed that a copy of the council's observations should be sent to Sir Hugh Linstead and the Minister of Health. It was agreed that at the next meeting of the Union's council the Pharmacy Bill, 1954, should be examined. The Union states that it would welcome the observations of any pharmacist on that Bill. They should be sent, as soon as possible, to the secretary, 28 Great Queen Street, London, W.C.2.

PURCHASE TAX
Revised notice on valuation

COPIES of notice No. 79 issued by the Commissioners of Customs and Excise are being sent to all traders registered for purchase tax purposes. The new notice (which supersedes previous editions of notices Nos. 79 and 79B) incorporates changes in the definition of wholesale value introduced by Section 13 of the Finance Act, 1954, that come into effect on January 1, 1955.

FOOD PRESERVATIVES
Information sought

THE preservatives subcommittee of the food standards committee of the Ministry of Food is investigating the use in food of substances which have emulsifying, stabilising, anti-staling or foaming properties. The subcommittee is anxious to have from food manufacturing or other interests, who have not already made submissions, information about the use, or proposed use, in food of such substances, the quantities employed in particular kinds of food and the purpose of such additions. It would also be of assistance to have available biological and physiological information. Submissions should be sent as soon as possible to the Joint Secretary, Preservatives Subcommittee, Ministry of Food, Food Standards and Labelling Division, Great Westminster House, Horseferry Road, London, S.W.1.

INTERNATIONAL NAMES
W.H.O. proposals

THE World Health Organisation has given notice that the following are under consideration as proposed international non-proprietary names: Diethylthiambutene (chemical description, 3-diethylamino-1, 1-di(2-thienyl)but-1-ene); dimethylthiambutene (3-dimethylamino-1, 1-di(2-thienyl)but-1-ene); and ethylmethylthiambutene (3-ethylmethylamino - 1, 1-di(2-thienyl)but-1-ene). Comments on or formal objections to those names should be sent between November 1 and April 30, 1955, to the director-general of the World Health Organisation, *Palais des Nations*, Geneva, Switzerland.

STATUTORY COMMITTEE
A superintendent to appear

THE Statutory Committee of the Pharmaceutical Society is meeting at 2.30 p.m. on October 13 at 17 Bloomsbury Square, London, W.C.1, to:—

Consider information and evidence from which it appears that a corporate body was convicted of offences under the Pharmacy Acts and, by reason of the facts leading to those convictions, the superintendent pharmacist director may have been guilty of misconduct.



SWISS STUDENTS IN BRITAIN: A party of pharmaceutical students from Zurich University on a visit to Britain photographed at the Wellcome Research Institution on September 23 with Professors Buchi (front row, third from left) and Fluck (front row, extreme right) who accompanied them. The party also went to the Wellcome Research Laboratories at Beckenham.

CIVIL DEFENCE
No special rôle for pharmacists

THROUGHOUT Britain preparations are being made for special civil defence recruitment campaigns during the first two weeks of October. Many campaigns were timed to begin after the Home Secretary's broadcast on "The Hydrogen Bomb and Civil Defence" on September 27. Inquiries at the Home Office and at the Ministry of Health have revealed that there is no special rôle allotted to pharmacists in Civil Defence. Hospital pharmacists will, however, be directly concerned for the hospitals are being used as bases for the casualty service.

EAST-WEST TRADE
British chemical firms at Leipzig

THREE chemical firms, Biddle, Sawyer & Co., Ltd.; M. W. Hardy & Co., Ltd., and Propane, Ltd., were among the ninety-three British firms which exhibited at the Leipzig Fair held in Eastern Germany, September 5-15. Representatives from several other chemical firms were also present at the Fair, attracted mainly by the Chinese inquiries for chemical products, chiefly pharmaceuticals and fine chemicals, up to the value of £800,000. It is understood that some orders have been placed in Great Britain by the Chinese. This year's Leipzig Fair was marked by a big Western European participation, and also by growing trade contacts between East and West Germany, particularly for chemicals. For the first time, leading West German chemical firms placed big orders in the Eastern Zone, traditional source of their raw materials. On the last day of the Fair the trade turnover between the two parts of Germany reached D.M. 8 millions (D.M. 2 millions on the same day of the 1953 Fair).

SALES MANAGERS MEET
Anglo-American conference

THE Incorporated Sales Managers' Association is holding a conference on "Selecting, Training and Stimulating the Sales Force," at Victoria Halls, Bloomsbury Square, London, W.C.1, on October 8. Following British speakers a six-man team from the United States is demonstrating American sales methods. Further details may be obtained from Mr. D. R. Griffiths, director and secretary of the Incorporated Sales Managers' Association, 4 Holborn Place, London, W.C.1.

CYCLE BRAKES
New regulations

REGULATIONS compelling free-wheel cycles to be fitted with two efficient, independent brakes, and fixed-wheel cycles with one, came into force on September 1, 1954. Both the cyclist and any person who causes or permits a cycle to be used in a faulty condition are to be held responsible.



ANNUAL EVENT: Group photographed at annual dinner of representatives and management of The Crookes Laboratories, Ltd. Included are Messrs. J. R. Bowden (general sales manager) and G. Watson (general manager); Dr. J. I. M. Jones (director of research); Messrs. R. G. Garnett (Yorkshire representative) and F. C. Bowring (a director).—[Corrected note.]

RESEARCH COUNCIL
New appointments

THE following new appointments to the Medical Research Council are announced:—Professor A. B. Hill, F.R.S. (professor of medical statistics, University of London), Professor G. F. Marrian, F.R.S. (professor of chemistry in relation to medicine, University of Edinburgh), Professor G. W. Pickering (professor of medicine, University of London) and Mr. R. F. Wood, M.P.

NEWS IN BRIEF

MR. R. P. Morison, Q.C., has been appointed a deputy commissioner under the National Insurance Acts, 1946, in succession to Sheriff A. P. Duffes, M.C., Q.C., who is resigning.

A RAPID spread of fowl pest in West Sussex has caused the destruction of about 10,000 birds and is affecting a wide area of farms specialising in poultry breeding for the Christmas market.

THE sales of the pharmacy department of the Plymouth Co-operative Society, Ltd., reached a record total of £181,000 during the past financial year or 13·8 per cent. more than the previous year.

Sport

Golf.—GLASGOW PHARMACY GOLF CLUB, at Milngavie golf club recently. Competition for the Thornton & Ross tankard. Winner: W. Laurie, 73 less/72 net.

LONDON CHEMISTS' GOLFING SOCIETY, at Bush Hill Park golf club, Enfield, Middlesex, on September 23. Medal competition for the Kerfoot trophy and bogey for the Society prize. Winners were: medal: L. J. Morson (18), 72 net; bogey: A. S. Jerwood (20), 5 down. Runners up: Medal: B. F. Tisdall (7), 77; W. S. Hutcheon (9), 77; A. S. Jerwood (20), 77; bogey: L. J. Morson 4 down; G. H. Hankinson (11), 5 down.

IRISH COUNCIL ELECTION
First contest in eight years

FOR the first time in eight years the election of seven members to the Council of the Pharmaceutical Society of Ireland involves a contest. Six of the seven outgoing members whose three-year term of office ends in 1954, are seeking re-election. The seventh (Mr. Richard Daly, Cork) is not a candidate. Two candidates have been nominated by the Guild of Pharmacy in Cork city, and three have been nominated by the Irish Chemists' Representative Organisation.

Seeking Re-election

The Council members seeking re-election are the president (Mr. Michael Costello, Dublin) Messrs. John P. Kissane, Tipperary (immediate past-president); Frank Loughman, Clonmel, co. Tipperary; Thomas Cecil Scott, Dublin (a former president of both the Society and the Irish Drug Association); Patrick Brooke Kelly, Enniscorthy, co. Wexford (also a past-president of the Society); and Anthony Toher, Sligo. The candidates nominated from Cork are Messrs. Edmund J. MacSweeney and John J. O'Regan. The I.C.R.O. has put forward Messrs. John P. Burke, Dublin; Riocard C. O'Higgins, Dublin; and Leo J. Manly, Balbriggan, co. Dublin (to represent the organisation's members in the rest of the country).

A statement by six outgoing Council members reads:

"We, the outgoing members of the Council of the Pharmaceutical Society of Ireland, solicit your support and vote in the forthcoming Council Election. We welcome this opportunity of placing before you the record of the present Council, more especially those constructive achievements of the last few years:—(1) The acquiring and equipping of the new headquarters of the Society and of the College of Pharmacy at Shrewsbury Road; (2) the changing and improving of the academic course to keep it more in line with modern pharmaceutical training; and (3) the recent agreement with the Department of Health.

"Representatives of the Council have had several meetings with the Minister of Agriculture and his department on the supply of veterinary medicines, and at the last meeting he informed them that he was setting up a consultative committee, and promised that that committee would have pharmaceutical representation. Those major advances have been due to the foresight and long-term policy of the present Council for which we can justly claim our share in the work. The personnel of our panel represents a fair cross section of Irish pharmacy. Its members have been drawn from many different parts of the country including Dublin and the provinces. We feel that the Council's work has met with the approval of the great majority of the members and we ask you to endorse this opinion by giving your vote to the outgoing panel."

Mr. T. Lyons (chairman, Cork Guild of Pharmacy) has issued the following statement on behalf of the Cork candidates:

"The two candidates have been proposed by members of the present council of the Society and seconded by two very prominent Cork chemists, and we respectfully ask you to vote for them. The Cork Guild has put great thought into the selection of the candidates, and when we tell you that these two men were founder members of the Guild of Pharmacy and

have both held executive posts on the committee, you can be assured that their knowledge of pharmaceutical affairs is very extensive. They are also members of the Cork and District Chemists Association, and have acted on that committee from time to time. Our candidates' interests do not cease with pharmacy, and they both have always taken a very active part in public affairs. Mr. MacSweeney has acted on the executive committee of the Cork Civic Party for the past six years, and Mr. O'Regan is chairman of *Muintir Na Tire*, Cork City. The civic spirit of those two men and the admirable way in which they have always acted in committee is outstanding, and we know that their flair for administration would be an asset to the Society. They are both very busy men, but they have promised that if they are elected they will divert both their talent and energy to the efficient administration of pharmacy in Ireland. It is with confidence that we offer you these two candidates and ask you to help us elect them to office."

The three candidates from the Irish Chemists' Representative Organisation set out their objectives in the following terms:

"The unification of all branches of pharmacy into one solid unit presenting a united front to fight for, demand, or otherwise insist upon the full attainment of our traditional rights. To maintain our professional status as the only body qualified to compound and dispense medicines. To maintain our commercial status as the only body qualified to keep open shop for the sale of poisons and poisonous preparations, medicines and all medicinal and surgical requisites and to supply all other requirements appertaining to the health of the nation. To seek a revision of all poison regulations in the light of current conditions making special provision for the manufacturing and wholesale trade. To seek at the earliest date possible the enactment of a new comprehensive Pharmacy Bill to replace that of 1875 which is now obsolete. Such Bill to include specific regulations to govern the importation, manufacture, distribution and sale of:— (a) All poisons and poisonous substances; (b) All narcotics and dangerous drugs; (c) All toxins and anti-toxins; (d) All antibiotics sera and vaccines; (e) All therapeutic substances of organic, inorganic or synthetic origin. Such manufacture or importation to be controlled by licence and restricted to those firms whose products are without exception confined to the pharmaceutical retail trade. The establishment of a combined scientific-pharmaceutical-medicinal board to examine all preparations claiming prophylactic or therapeutic properties, whether manufactured in Ireland or imported. The replacement of the present requirements governing entry into the profession by instituting again a special entrance examination regulating supply to meet demand, thereby eliminating the unjust and unnecessary hardships resulting from the present system. To revise the complete course for students to enable the successful student to compete on equal terms with his counterpart in other countries. The formulation of a code of ethics and the adoption of same as the guiding principle for all members. That code shall have as its basis the fundamental principles of Christian charity and honesty."

TOPICAL REFLECTIONS

By Xrayer

Tablet Problems

I find I cannot do better this week than borrow your own title (p. 309) for a paragraph dealing with the paper read to the Conference Symposium Session by Mr. H. D. Fitch. The tablet is unquestionably an invaluable method of presentation of certain medicaments, particularly some of the more potent drugs, because of its ease of administration—I exclude here the individual who cannot swallow a tablet at will, but can involuntarily dispose of a "mint imperial"—and, also, because of the accuracy of dosage. The care and skill of the pharmacist with balance and measure are frequently negatived by the domestic spoon. Not so with the tablet. But because many tablets are so like each other, the necessity for a still more stringent checking system at the dispensing counter is vitally important, and I use the word vitally with a careful regard to its precise meaning. As you point out, the temptation in some circles to regard this branch of the pharmacist's activities as "merely counting tablets" is a most dangerous and fallacious attitude. The knowledge behind the dispensing of those products is the safeguard of the patient and the foundation of the Pharmaceutical Service, and any tendency to regard prescriptions for tablets as ones, the dispensing of which can safely be relegated to comparatively unskilled labour, is greatly to be deprecated.

The Metric System

In his wide survey of the field of manufacturing, Mr. John H. Ramsay touched on many aspects of the tremendous scope of the activities of his particular branch of our profession, and in so doing made a brief reference to the pharmaceutical group of the Anglo-American Council on Productivity, whose deliberations led, a little over a year ago, to the adoption of the metric system in the sale by wholesale of drugs and galenicals. It would be interesting to know, after the experience of fifteen months, what the general feeling of the customer is to this innovation. The fact that 500 gm. of a solid is the interpretation of an order for 1 lb. is perhaps of little moment, but when it was decided to sell liquids by measure, was there any good reason for abandoning the Imperial system? The arguments of its being essential for the export trade can apply to only a limited number of the manufacturing houses in this country. From my perhaps somewhat limited contact with pharmacists, I have not found a great deal of enthusiasm for this departure from established custom, but it may be that I move in a society of antiquaries.

An Old Pharmacy

Your periodic illustrated articles dealing with old-established pharmacies in different parts of the country are invaluable in recording for all time our splendid heritage. There are few places of business which lend themselves quite so aptly to character and dignity, though it must be conceded that throughout the land there are some tobacconists which still contrive to produce an atmosphere not wholly attributable to their fragrant wares. It is a matter for regret that certain characteristics should disappear. The distinctiveness of the tobacconist some years ago with his large jars containing the different blends; the negro-boy with his smiling face and drooping cigarette, and in some cases the gigantic model of the highlander outside the door, were all a part of that individuality which we seem to be losing. In pharmacy, the carboy retains its magic for the public. North of the Tweed, the huge pestle and mortar in gold-leaf is something that ought never to be lost. This particular symbol excited the interest of H. V. Morton in one of his wanderings through Scotland. The old-established business at Bilston presents reassuring factors. The family tradition appears to be well established, there is an obvious veneration for the past, and the building itself is scheduled as an ancient monument.

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COMPANY NEWS

BEECHAM GROUP, LTD.—Mr. R. Craig Wood was appointed a director of the company on September 27. Mr. Craig Wood will join the Executive Directors at the company's headquarters and will be principally concerned with development projects.

MONSANTO CHEMICALS, LTD. —At a meeting of the board of directors held on September 28, Mr. J. W. Urban (director of overseas relations) was appointed a director of the company. At the same meeting the resignation of Dr. W. D. Scott from the board was accepted with regret.

BEECHAM GROUP, LTD. — Record profits for the current year and a total dividend of 30 per cent. on the deferred shares were forecast by the chairman (Lord Dovercourt) at the annual meeting of the company on September 22. A 10 per cent. interim has already been declared. A second interim of 10 per cent., said Lord Dovercourt, may be expected in February, followed by a final 10 per cent. This would compare, he said, with the equivalent of 20 per cent. for 1952-53 and 25 per cent. for 1953-54. Lord Dovercourt stated that a special committee of the board had been appointed to consider the possibility of a scheme for the completion of the reorganisation of the complicated capital structure.

New Companies

P.C.=Private Company; R.O.=Registered Office.

LEWIS & REES (CHEMISTS), LTD. (P.C.).—Capital £2,000. To carry on the business of chemists, herbalists and seedsmen, etc. Directors: Emlyn Rees, M.P.S., and Albert J. Lewis. R.O.: 61 Paget Street, Cardiff.

COOPER & WOOD, LTD. (P.C.).— Capital £100. To carry on the business of chemists, druggists and librarians, etc. Directors: Alice E. Cooper and Bernard A. Shipstone. R.O.: 95 Wembley Park Drive, Wembley, Middlesex.

ANCIENT & MODERN NATURE PREPARATIONS, LTD. (P.C.).— Capital £100. To carry on the business of wholesale or retail chemists and druggists, etc. Philip W. Allingham is the first director. R.O.: 6 Little Russell Street, London, W.C.1.

JOHN HAMILTON, LTD. (P.C.).— Registered in Dublin. Capital £1,000. To carry on the business of analytical and consulting chemists, etc. Subscribers: Peter D. M. Prentice, 20 Upper Merrion Street, Dublin, and John M. Ross. The first directors are not named.

BUSINESS CHANGES

MR. O. L. CARRINGTON, M.P.S., has closed his pharmacy in High Street, Dorking, Surrey, owing to the expiration of the lease (see also col. 2).

AYRTON, SAUNDERS & CO., LTD., 34 Hanover Street, Liverpool, 1, have appointed Mr. Alan Walton, B.Sc. (Pharm.), to their analytical laboratory staff.

ROSS ENSIGN, LTD., have removed all departments of the organisation to their works at North Side, Clapham Common, London, S.W.4 (telephone: Macaulay 2472).

NAARDEN (LONDON), LTD., have removed their offices and works to larger premises at 17A Nunhead Green, Peckham, London, S.E.15 (telephones: New Cross 5483 (flavours) and New Cross 4679 (all other departments)).

CALMIC, LTD., Crewe Hall, Crewe, are consolidating their sales activities in Ireland by the appointment of Mr. G. J. Cecil as branch manager. The company hope to open an office in Belfast early in 1955. Meantime Mr. Cecil's address is 12 Fourth Avenue, Ballyholme, Bangor, co. Down (telephone: Bangor 2028).

THE pharmaceutical and industrial welfare supplies formerly sold by Granville Wood & Co., Ltd., Ashcroft Street, Oldham, have been taken over by Hinchliffe Bros. (Chemists), Ltd., 1 Featherstall Road, Oldham. Messrs. Granville Wood continue to trade under their own name and in future will specialise in the manufacture of certain chemicals. [Corrected note.]

Appointments

SMITH & HILL (CHEMISTS), LTD., Sheffield, 1, have appointed Mr. A. Lewis-Bailey as representative for their Nottinghamshire territory.

EVANS MEDICAL SUPPLIES, LTD., Speke, Liverpool, have appointed Mr. T. H. Bennett, M.P.S., their administration manager of the overseas division.

PERSONALITIES

MR. H. JARVIS GRAVES, Exmouth, secretary of the Pharmaceutical Committee for Devon and Exeter, has been appointed to the Valuation Panel for Exeter and East Devon by Devon County Council.

SIR ALEXANDER FLEMING, head of the Wright-Fleming Institute of Microbiology at St. Mary's Hospital, London, is retiring from that position at the end of the year. He will continue medical research at the St. Mary's Hospital laboratories.

MR. T. H. BENNETT, M.P.S., who has been appointed administration manager of the overseas division of Evans Medical Supplies, Ltd. (see above), was adviser on imports and exports in the chemical and pharmaceutical departments of the Directorate General, Indian Medical Service, during the 1939-45 war. Subsequently, he became manager in South-east Asia for Evans Medical Supplies, Ltd., and since 1944 has been managing director of Evans Medical Supplies (India), Ltd.

MR. OSWALD L. CARRINGTON, M.P.S., Dorking, Surrey, who recently gave up his chemist's business in Dorking (see col. 1), will in future be engaged chiefly in developing an industry which he and his son have established in Dorking for the manufacture of scientific products for aquarium fish. He has been interested in the keeping of such fish for thirty years. Before he moved to Dorking, Mr. Carrington was in business as a pharmacist at Chipping Norton, his family home town, of which he was mayor for three years. He has been a member of the Surrey Pharmaceutical Committee, 1946-54, and was its chairman in 1953-54, and vice-chairman 1952-53, and is on the Hospital Management Committees of West Park and Long Grove mental hospitals, Epsom. He is maintaining his interest in a retail chemist's business in Croydon.

BIRTH

CORRIGAN.—Recently to the wife of Hugh P. Corrigan, M.P.S.I., 80 Malahide Road, Dublin, a son. Mr. Corrigan is the treasurer of the Pharmaceutical Society of Ireland.

MARRIAGE

CAMPBELL—MORGAN. — At St. Gomgall's Catholic Church, Bangor, co. Down, on September 24, Patrick Joseph Campbell, M.P.S.N.I., 12 Mill Street, Newtownards, co. Down, to Maureen F. Morgan, 25 Ava Street, Bangor.

DEATHS

ANDERSON.—At Morven, Forfar Road, Dundee, Angus, on September 13, Mrs. Ellen Mary Anderson, wife of Mr. John Anderson, M.P.S., 87A Arbroath Road, Dundee.

ASHWORTH.—Suddenly, on September 21, Mr. Arthur Ashworth, M.P.S., 25 Half Edge Lane, Eccles, Manchester, aged seventy-two.

BALLAN. — On September 15, Mr. Norman Ballan, M.P.S., The Old Post Office, London Road, Shenley, Herts. Mr. Ballan qualified in 1920.

CADBURY. — At 34 Weoley Hill, Selly Oak, Birmingham, Mr. George Cadbury, aged seventy-six. Mr. Cadbury entered Cadbury Bros., Ltd., Bournville, in 1898 and in the following year he was appointed managing director. He became chairman of British Cocoa and Chocolate Co., Ltd., in 1932, and vice-chairman of Cadbury Brothers, Ltd., in 1936, and retired in 1943.

ELMITT. — On September 18, Mr. John George Elmitt, M.P.S., 12 Chandos Road, Redland, Bristol, 6, aged sixty.

FARQUHAR. — At Aberdeen on September 20, Mrs. Frances Gourlay Farquhar, wife of Mr. Douglas George Farquhar, M.P.S., 45 High Street, Strichen, Aberdeens.

HARTLEY.—On September 23, Mr. Tom Herbert Hartley, M.P.S., Brereton, Reedley Drive, Burnley, Lancs, aged seventy-two. Mr. Hartley was the last of four brothers who were associated with Hartleys Chemists, Ltd., Nelson, Lancs, and at the time of his death was the chairman of the company. He was also a director of Briggs Cash Chemists, Ltd., London, N.1.

MARSHALLSAY.—At 119 Harewood Avenue, Boscombe, Bournemouth, Hants, on September 19, Mr. Richard Jeanes Marshallsay, M.P.S., aged sixty-two.

USHER. — On September 27, Mr. William Henry Usher, M.P.S., 83 Rivermead Court, Ranelagh Gardens, Fulham, London, aged forty-seven.

NEW PRODUCTS AND PACKS

A New Antiseptic Cream.—Savlon antiseptic cream (the active constituent of which is Cetavlon brand cetrimide, B.P.), is being marketed by Imperial Chemical (Pharmaceuticals), Ltd., Fulshaw Hall, Wilmslow, Manchester, as an all-purpose antiseptic for over-the-counter sales.

Redesigned Pack.—A packaging design in line with a new sales policy has been adopted by Johnson and Johnson, Ltd., Slough, for their new Band-Aid first-aid dressings. The former pale-blue pack with pictorial background has been replaced by a pillar-box red outer, on which is the



motif of a raised thumb bearing a plastic dressing. The new outers are in two sizes. The lid folds back for display purposes, and the thumb is shown in relief. The tin has a rolled edge for safety.

Sugar-coated Penicillin Tablets.—Glaxo Laboratories, Ltd., Greenford, Middlesex, announce the introduction on October 4 of sugar-coated Crystapen-oral tablets. Sizes of packs and prices are as for the uncoated Crystapen-oral tablets, which continue to be available. In addition to making penicillin tablets more pleasant to take, sugar-coating has been shown to improve the keeping qualities of tablets under exposed conditions.

Medicaments for the Eyes. — Bayer Products, Ltd., Africa House, Kingsway, London, W.C.2, are marketing two new specialities Sulfomyl eye drops and Sulphomyl eye ointment, each containing sulphonamidobenzylamine propionate. The new preparations are understood to be active in the presence of blood, pus and mucus, and virtually non-toxic. Valuable in cases sensitive to other drugs, Sulfomyl eye drops are presented in a simply operated dropper bottle and the ointment in a 1-dr. tube. Neither drops nor ointment cause smarting.

Wide-range Antibiotic Ointment.—Polyfax brand polymyxin-B sulphate ointment, newly issued by Burroughs Wellcome & Co., 183 Euston Road, London, N.W.1, is an antibiotic ointment of wide antibacterial range. It contains bacitracin (effective against gram-positive organisms) and Aerosporin brand polymyxin-B sulphate (effective against gram-negative bacteria, especially *Ps. pyocyanea*). Skin sensitisation or drug resistance is stated to be exceptionally rare from the use of the ointment, and neither component causes cross-resistance or cross-sensitisation to the broad spectrum antibiotics. Polyfax is issued in 20-gm. tube for dermatological use and 4-gm. tube with special nozzle for ophthalmic practice.

TRADE NOTES

Now Taxable. — Eli Lilly & Co., Ltd., Basingstoke, Hants, announce that their products Co-Elorine and Elorine-chloride are no longer exempt from purchase tax.

Water Softener.—Albright & Wilson, Ltd., 49 Park Lane, London, W.1, advance their Calgon water-softener as likely to bring new business to chemists because it is a new type of product in the pharmacy. Calgon is a softening powder for use with all washing water in the home.

Toothbrush Holders for Children.—Combex, Ltd., Ganton House, Ganton Street, London, W.1, makers of "creative" plastics, have introduced for children three novelty tooth-brush holders with rubber suction attachment, Jockey-Rocker, Happy-the-Clown and Dolphin.

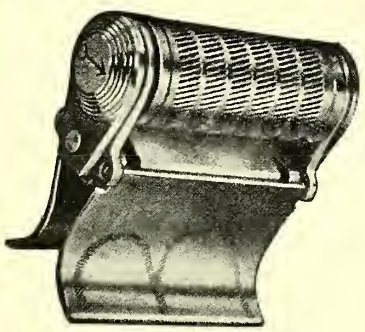
Bonus Offers.—A bonus offer applicable to Hinds and Etiquet products (LEHN & FINK PRODUCTS, LTD., Raynes Park, London, S.W.20) closes on October 8; both products are being nationally advertised. — During October, SPONCEL, LTD., London and Swansea, are offering a new display unit and four Spontex household sponges free with each order for 4 doz. Sponcel cleaning sponges.

Competition Prizewinners. — First prize (£21) in a competition organised in Bournemouth by H. W. Carter & Co., Ltd., makers of Ribena and Quosh, for the most compelling shop-window display of the company's products, was won by Boots, Ltd., Old Christchurch Road, Bournemouth. Second prize (value £10 10s.) was awarded to Bridey & Son, Bellevue Road, Southbourne, and third (£5 5s.) to Mr. B. Pitts, New Road Junction, Northbourne. Judges for the competition were Mr. R. North (the company's advertising manager), Mr. A Shepherd, Publisher of THE CHEMIST AND DRUGGIST, and Mrs. W. D. Armstrong (a Bournemouth housewife). Further similar competitions are planned.

"Profit-in-pets" Fortnight. — To help retailers to capture an "untapped 60 per cent." of the potential market for canned pet foods, Chappie, Ltd., Melton Mowbray, makers of Kit-E-Kat, Lassie, and Chappie foods are launching a "Pets and Profit Fortnight" campaign (October 30 to November 15). In that fortnight the company's advertisements "will be seen 130 million times," a concentration of advertising never before attempted in the marketing of pet foods. To encourage retailers to stock up in sufficient quantities to meet the demand, special trade terms giving 3s. 2d. extra profit per case are being offered over a limited period. Each case contains 4 doz. Kit-E-Kat, 1 doz. Lassie, 1 doz. Chappie, and the special terms apply only to that case.

A NON-ELECTRIC DRY SHAVER

HAILED as "the greatest shaving advance of all time," the Swedish-made Rally dry shaver is now available in Britain through the sole agents (to wholesalers), Barclay & Sons, Ltd., 34 Beech Street, London, E.C.1, and 37 Devonshire Place, Brighton. The shaver is small (it folds away into a plastic case only $1\frac{1}{2}$ x $1\frac{1}{4}$ x $\frac{3}{4}$ in.) but effective. Like an electric shaver in principle, it shaves by the action of a rolling guard against a stationary blade. The Rally provides the operative part of an electric shaver without its electrical gear. The shaver, in plastic carrying case, is supplied with five blades, each lasting two months, in leatherette-covered metal snap-hinge case, velvet and silk lined. Spare blades are sold separately in packets of five. When one self-locking side is opened (by upward and sidelong pressure), cut hair is easily shaken out. With both sides open, a new blade pressed into a slot ejects and replaces the old blade.





BRANCH REPRESENTATIVES' MEETING, OXFORD, SEPTEMBER 15

POST-WAR DEVELOPMENTS IN PHARMACY

Concluded from THE CHEMIST AND DRUGGIST, *September 25, p. 332.*

DEVELOPMENTS in retail pharmacy were reviewed by MR. DONALD W. HUDSON, M.P.S. (managing director, Parris and Greening, Ltd., Hove). Mr. Hudson did not think that any pharmacist in practice today failed to appreciate the number or the importance of the problems with which the profession was beset. Perhaps, however, not all realised to the full the fundamental nature of some of the changes. The greatest difficulties had been that the post-war years had produced an accumulation of problems for resolution at the same time. The rapidity with which they had developed had resulted in a lack of confidence in the stability of the conditions of work today, and made it difficult to use the experience of the past to anticipate the future. Those changes could be summarised as brought about by scientific progress; resulting from legislation; or influenced by economic conditions.

Until two or three years ago it would probably have been correct to say that those brought about by scientific progress were by far the most important, because many of them were so fundamental that they not only altered the character of pharmacists' work but also the type of man or woman engaged in it. From the manufacturing and teaching aspects that was probably still correct, but from the aspect of general practice he was not so certain. The legislative changes of one sort and another that had been imposed upon all since the end of the war were now beginning to exert a permanent effect, and had brought with them economic changes that were unavoidable, and consequences that it had been impossible to foresee.

The 1946 National Health Service Act was an example. Its immediate advantages had been easily foreseen, but its attendant disadvantages were only now beginning to manifest themselves. Another legislative change—of a domestic nature—the revised Statement on Matters of Professional Conduct, might well have far-reaching effects upon the conduct and nature of businesses.

In the Pharmacopœia the number of pages had increased from 718 to 894 and the printed matter on each page had been doubled. The appendices dealing with direction and control had increased from 161 to 241 pages. In the fifth Pharmacopœia, official until 1948, of 579 items enumerated nearly 200 could be prepared in the pharmacy without any analytical control, and a further twenty in the pharmacy where volumetric or gravimetric analytical facilities were available. Of 741 items included in the 1953 edition it was possible to prepare only 127, out of which six required the appropriate T.S.A. licence, and more than half of the remainder called for analytical control at one stage or another. If those were prepared in a pharmacy possessing the necessary facilities it would not be possible to produce them at the Drug Tariff basic price. Scientific progress developed processes of manufacture and established standards which could only be attained by the individual pharmacist at excessive cost. Legislation determined the terms under which they might be supplied. Economics forced that pharmacist into the wholesale market.

Increasing Dependence on Manufacturers

The British Pharmacopœia had become a book of standards only of practical use in the manufacturing and analytical laboratory. It was obvious that the great majority of pharmacists would increasingly rely upon the manufacturers for the preparation of medicaments requiring anything more than normal procedures. The position was making itself particularly significant at the present time, when pressure was being brought to reduce the ingredient cost of prescribed medicines. The entire pressure could be brought to bear upon a relatively small number of manufacturers.

Of the forty-six Statutes and Regulations affecting pharmacy, no fewer than forty-one had come into force in the past twenty years, twenty-one of them in the post-war years. The pharmacist in general practice could be involved in at least fourteen additional Acts and Regulations.

Approximately 96 per cent. of the public were registered with doctors under the National Health Service. Private medical and surgical and dental practice was rapidly disappearing in most parts of the country, and with it the private dispensing practice of the pharmacist. The Therapeutic Substances Act, 1925, had produced an entirely new position in pharmaceutical practice more than twenty years after it had been passed, because it established a class of substances in general demand that could only be dispensed by persons specifically named in a licence granted in respect of each individual substance, and in premises approved for the purpose. It was the first instance in which the conduct of a dispensing practice was outside the control of the Pharmaceutical Society. The recent introduction of amorphous and crystalline insulin zinc suspensions had added further to the anomaly of the position, because balanced mixtures of those two products could not be dispensed in a pharmacy without the appropriate licence, although it was presumably quite proper for the unscientifically trained patient to do it for himself. The wording of the Act permitted the hospital pharmacist to carry out those operations without licence or approval of premises.

The earlier difficulties of financing the pharmaceutical service by the pharmacist had been largely overcome. The volume of stock required to meet contractual requirements had become stabilised, but it still showed a vast increase over what had been necessary to maintain adequately an efficient business in pre-war years; an additional problem had been raised by the steadily mounting incidence of proprietary prescribing and the ceaseless effort on the part of manufacturers to produce new "ethicals." There was abundant evidence that many medical practitioners were either failing to understand the purpose of the [Cohen] classification or failing to memorise the classification of proprietary medicines they were accustomed to prescribe, and were avoiding the writing of prescriptions for any proprietary preparations at all. Others were setting the pharmacists an impossible task by writing out the declared formula in full upon an EC10 without realising that it was not a working formula, that drugs contained in it were frequently not available, and that, if the formula were dispensed, it would probably bear little physical resemblance to the original article. In a number of cases of that nature presented to his own establishment the original preparation had been of continental or American origin and not available in this country. When they had satisfactorily accomplished the task the cost had been prohibitive, and had invariably involved them in lengthy correspondence with the pricing office. A further problem of maintaining stock of "ethical" products had been caused by manufacturers who, finding their advertised product not available under N.H.S., had promptly marketed the same article, with perhaps minor alterations, under a non-advertised trade name. Dispensing packs had still further complicated the issue. Whilst pharmacists were anxious to assist the Ministry in securing a reduction in the national drug bill, they were righteously indignant that steps taken to secure that end by means of the Cohen Committee's report, and through guidance given in "Prescribers' Notes," had resulted in accumulations of obsolete and broken-bulk stock for which no possible outlet existed. Under those conditions manufacturers must not be surprised if their new proprietaries did not receive a ready welcome from pharmacists, and doctors must not feel resentful if their patients were kept waiting whilst their latest "ethical" was specially obtained for them. Much difficulty and ill-feeling could be avoided if manufacturers consulted the appropriate trade organisation before they made alterations to strengths and packs, and secured not only its co-operation but also its advice.

Wide Range of Appliances

Another development, partly professional and partly economic, was the scope of Part IV of the Drug Tariff. The appliance section of the Tariff had established a range of appliances that could now be regarded as falling within the professional sphere of the pharmacist. It was a much wider range than

would have been found in the average pharmacy six years ago. The inclusion therein of a restricted range of trusses, hosiery, and replacements of suprapubic and colostomy appliances, was a function open now to all chemist contractors possessing the necessary facilities. The provision under the Act of a more comprehensive range of oxygen therapy equipment for domiciliary use was a further progressive development of a service previously in the hands of specialised businesses. Individual formulation of prescriptions had steadily declined in almost every district and with every type of practitioner except the dermatologists. Compounding individual prescriptions was becoming less frequent and the necessity of having proper facilities for the preparation of medicines in larger bulk was becoming more obvious. Modern small - scale, mechanically assisted methods had an established place in general pharmaceutical practice. The more specialised pharmaceutical work of extemporaneously preparing ampoules, infusion solutions, injections and sterilised preparations generally was a tragically small proportion of the work of a pharmacy (nationally the figure was about 1 in 10,000).

The Veterinary Surgeons Act, 1948, presented a change of some importance to rural-area pharmacists. It was impossible to foresee the final outcome of the legislation. Its effect upon veterinary pharmaceutical practice would be extensive and could become revolutionary if prescribing by the veterinary surgeon and dispensing by the pharmacist became the established custom. Such an outcome would call for some revision of the pharmacist's curriculum of training.

Extension of the Statement on Matters of Professional Conduct had brought further changes to a number of pharmacists, who now found that many practices they had been following were contrary to required ethical standards.

It was difficult to foresee probable developments of the future, but there was one field of scientific research that might present the more comprehensive pharmaceutical establishments with a similar type of problem to the Therapeutic Substances Act and the introduction of antibiotics. He referred to the possible use of isotopes and radioactive materials outside hospitals. Some pharmacies, of which his own was one, had for years been supplying radioactive varnishes and waxes, and proper facilities for safe storage and transmission to the doctor or patient had been provided. The extent to which those substances would be used in the future would depend entirely upon development and research in the medical and scientific fields. To what extent pharmacists would be involved must depend upon their own contribution to the work, upon their being prepared to handle and capable of handling that class of product, and upon such legislation as would be framed to protect the public.

Conclusions

The following conclusions were drawn by Mr. Hudson. Equilibrium had not yet been reached in retail pharmaceutical practice. Private dispensing would continue to decline. The overall dispensing demands of the country were now permanently established and, apart from years of epidemic, would remain at their present level. The potential of each dispensing establishment would remain reasonably constant. Staff requirement, stock and capital investment would not seriously alter unless influenced nationally or internationally. The income derived from professional work would also remain fairly constant unless influenced in a similar manner. Increased volume of dispensing had not removed the necessity for the traditional combination of profession and business that characterised the relationship of pharmacists in general practice with the public. There were numerous classes of goods that pharmacists alone were competent to handle or give advice upon. That position should be recognised and encouraged. The National Health Service had, if anything, demonstrated that the sales side of the average pharmacy could be conducted in such a way as to augment and enhance the professional side rather than detract from it. Of the training of post-war pharmacists certain conclusions could also be drawn. Too much importance was being attached, in both training and examination, to methods of aseptic technique, which constituted an infinitesimal part of the average pharmacist's work, to the detriment of other subjects that tended to fit the graduate for the responsibility of general practice. Whilst the fundamental training necessary to equip the student for any branch of pharmacy was good and satisfactory, few appeared to have more than elementary knowledge of medical prescriptions or dispensary procedure. The student intending to enter general practice should be encouraged to seek every opportunity of becoming familiar with the many problems it presented.

The revolution in medicine and in pharmaceutical technology accentuated the need for specialisation in pharmacy. The claims of general practice should not be overlooked.

MR. F. L. WATSON, Epsom, called attention to the absence of any reference to the future of retail pharmacy in relation to the present balance between privately owned businesses and the big public companies. Was that balance likely to be upset by the steeply rising prices of retail businesses? The small retail unit, situated where the community wanted it, had been the backbone of the National Health Service, and had worked so well that a larger unit, the health centre, had become unnecessary and undesirable. The newly qualified entering retail pharmacy looked forward to becoming proprietors, but where were they to find the large capital outlay required today? The good retail organiser or administrator without capital must become a frustrated manager. The National Pharmaceutical Union had done good work with its business purchase fund, but its use was naturally restricted by capital limitations and necessarily fixed rules. Ways and means must be found to help the mature, experienced pharmacist in his search for suitable capital for a business of his own, and thus to maintain the distribution ratio of private retail pharmacies.

MR. G. W. ROBSON, Durham, commenting on the increased prescribing of proprietary preparations, said that the bulk of the research in this country was now done by the big manufacturing houses, and Mr. Ramsay had told them that the Patents Act, 1949, made it possible to obtain a sixteen-year monopoly not merely in a process of manufacture, but in a product itself. It followed that in future they would be dispensing even more proprietaries.

MR. K. HOLLAND, Romford, said that Mr. Hudson had missed one point, the testing scheme, in which the questioner



EXCURSIONISTS TO BLENHEIM : Informal groups taken during the British Pharmaceutical Conference excursion to the Palace.

saw no value either to public or to the body of pharmacy.

MR. S. BUBB, Reading, said that it must give great satisfaction to them all to realise the assured and important position in which pharmacy was now established in this country. It had been impressed upon them by Dr. Davis's opening address at the Conference, and by some of the science papers that they heard, and by the three papers presented at that meeting. All this made it clear that the only people able to undertake pharmaceutical work now were the pharmacists. It was time, therefore, to press for the reservation of dispensing to the pharmaceutical chemist. They would say that that was already achieved. Dr. Davis had said that 90 per cent. of all medicines were now supplied by the Ministry of Health. They were dispensed by pharmacists except for those supplied by dispensing doctors in rural areas. Pharmacy, however, had now developed so much that it was no longer possible for a busy medical practitioner to undertake any dispensing of medicines. It was impossible for the medical practitioner in country areas to carry the range of medicines necessary in the modern world of pharmacy. It seemed now to be time to consult with the Ministry and their medical friends to see that any or all of those patients in country areas, as well as those in town areas, should receive the pharmaceutical services, in addition to the medical, to which they were entitled under the N.H.S. Act. The mile limit was quite absurd, because in most cases the doctor's surgery was next door to the pharmacy in the village or small town, and the patients had to pass the shop in collecting the medicine from the doctor's surgery. The country patient was not bound to collect medicines from a doctor, but might request the practitioner to supply him. Most people in the country thought that there was no option.

MR. R. L. STEPHENS, Brighton, asked if Mr. Hudson could enlarge on his statement that students who secured experience in a pharmacy throughout their academic training were more adaptable than those who did not. In the days of part-time study, did they produce more practical pharmacists than the present students, who did all their study in college, entirely divorced from pharmacy as carried out elsewhere?

MR. P. CREES, Birmingham, said that there was a fundamental point to be made in connection with the drug testing scheme. The Government did not make contracts with the pharmacist as such. It made contracts with chemist-contractors as shopkeepers, and viewed with grave suspicion the attitude of shopkeepers of all kinds. If the pharmacists in charge of pharmacies were made parties to the contract, that at least would lay the foundation for a change.

MR. C. E. TURNER, North Staffordshire, said that when Mr. Hudson's paper was printed it would raise a discussion among the Society's members. As a branch secretary, he regretted its late arrival, which made it impossible for members to meet locally to ascertain their views. Would Mr. Hudson regard the introduction of the metric system to the writer of prescriptions as a hindrance, as he did its application to wholesale transactions? He had been alarmed to read in a report on the future of pharmacy that the prescribing of proprietaries would soon reach 100 per cent. in some countries, and that the question was asked whether there would be a need for pharmacists when work in a dispensary was restricted to controlling and labelling specialities. He thought the question would be the subject of a resolution at the next Branch Representatives' meeting, when more detailed discussion would be possible. He would also welcome Mr. Hudson's views on self-service pharmacies. After the passing of the 1946 N.H.S. Act, many pharmacists were confined to their dispensaries. Now they were receiving broad hints that they should spend more time at the counter. He wondered whether Mr. Hudson would agree with him that the pharmacies of the future would be quite different from those they had today. Would they consist of dispensaries with laboratories, aseptic departments, and development rooms, plus a comprehensive surgical appliances department and a department for dealing with isotopes and radioactive materials, and no retail sales side at all?

Small Dispensing Practices

MR. W. F. WILKINSON, West Metropolitan, mentioned districts in the County of London where the small amount of dispensing done did not justify the retention of a pharmacist. Such businesses would make just as much profit if the pharmacist were transferred to employment elsewhere and the pharmacy turned into a drug store. That kind of thing happened when a pharmacist settled in an area that was already over-populated.

MR. S. DURHAM, Sheffield, said that it should be placed on record that patients in the National Health Service had demanded a higher speed of service, and that that has been given by the retail pharmacists throughout the country. With the increase in the number of pharmacies the new owners had lost the wide range of experience formerly obtained by managers and owners.

MR. F. E. W. GIBSON, Harrow, said that they had heard a good deal that day about ethical preparations. Was it too much to ask manufacturers for a chaste, uniform and filable card based on the factual index? That would prove of mutual benefit to pharmacists and medical men and there would be far fewer bonfires in pharmacy yards.

MR. H. WILLIAMS, Reading, congratulated the Council on having issued the addresses to the Branches in advance. The suggestion had come from Reading. One question to be solved was how best to get veterinary surgeons to issue prescriptions that would be brought to the pharmacies.

MR. HUDSON, asked to reply to the discussion, said he could do so very easily and simply. What they had said made him think again over the views that he had expressed, and he hoped that what he had said would have done the same for them. He would pick out one or two points that seemed especially pertinent. His penultimate paragraph seemed to have stood out sharply, and some of them had seen its wisdom. All it was intended to say was that if they could devise any means whereby students in their academic years could at the same time be receiving vocational training in a pharmacy, they and pharmacy would be the better for it. Radioactive materials were used in general practice. He had been preparing some of them for years. It must not be, as with penicillin, that someone had the impertinence to say that the pharmacist was not technically equipped to deal with them.

Vote of Thanks

THE VICE-PRESIDENT (Mr. H. Steinman) proposed a vote of thanks to the presenters of papers. They had undertaken the task at the request of the Council, and had done it well. MR. C. W. ROBINSON, seconding, said that the highest tribute to the three speakers had been the intelligent criticism they had provoked.



"INTERNATIONALS": England v. Scotland in the British Pharmaceutical Conference London Challenge Cup for Bowls competition. From left, bowling, Messrs. F. A. Bates, W. Peebles and W. R. Smart; right, Mr. J. Michie with Mr. J. J. Reed.

SHARE MOVEMENTS July to September

By a Financial Correspondent

TRADING and inquiry in the industrial sections of the London Stock Exchange during the third quarter of 1954 reached new high levels of activity for the post-war years and substantial gains recorded. Drug-trade-company shares fully participated in the general trend with nearly all moves in favour of holders.

In the highest-priced group, Borax consolidated £1 deferred closed 6s. 6d. better at the new high level of 59s. 6d., while Allen & Hanburys £1 ordinary closed around 3s. better at 58s. 9d. Glaxo Laboratories 10s. ordinary were valued about 4s. higher after being dealt in at a record price of 58s.

In the medium-priced group, Boots Pure Drug 5s. continued to be the centre of a regular and appreciable turnover and finished a few pence easier at 25s. 9d. Monsanto Chemicals 5s. ordinary closed around 1s. in favour of holders at 28s. 3d.

Timothy Whites & Taylors 5s. ordinary closed around 3s. better at 31s. 1½d.

Elsewhere, The British Drug Houses 5s. ordinary closed 2s. higher at 11s. 3d., after reaching a new high level.

In the lowest-priced group, one of the best features was supplied by Solidol Chemical 2s. ordinary which closed 1s. 3d. better at 1s. 6d. Aspro 5s. were among the minority of shares which moved against the general trend and closed ninepence lower at 17s. 9d. Smith & Nephew and Associated Companies 4s. finished 1s. 9d. lower at 27s. In the preference share section, Beecham McLean Holdings 4 per cent. redeemable cumulatives finished unaltered at 17s. 3d., while those of Savory & Moore £1 5½ per cent. closed 1s. better.

Name of Company £1 units unless otherwise stated	1954 High	1954 Low	Latest
	s. d.	s. d.	s. d.
Albright & Wilson, 5s.	27 3	18 9	26 9
Allen & Hanburys, ord.	58 9	54 6	58 9
Do. 7% pref. ord.	25 3	23 3	25 0
Amber Chemical Industries, 2s. ...	1 6	1 0	1 4½
Aspro, 5s.	19 10½	12 7½	17 9
Beecham Group, 5s. defd.	23 3	13 4½	23 1½
Beecham McLean Holdings 4% red. cum. pref.	17 9	15 3	17 3
Boots Pure Drug, 5s.	27 6	22 9	25 9
Borax Consolidated defd.	59 6	37 6	59 6
British Drug Houses, 5s.	11 10½	8 3	11 3
Dubarry Perfumery, 1s.	1 7½	1 0	1 3½
Dufay, 2s.	1 1½	6	8½
Evans Medical Supplies, 5s.	6 7½	5 1½	6 0
Glaxo Laboratories, 10s.	58 0	43 9	56 9
Do. 10s. 8% cum. pref. ord. ...	16 3	14 6	15 10½
Greeff Chemical Holdings, 5s. ...	14 9	7 3	14 6
Howards & Sons	17 0	14 3	16 0
Ilford, 5s.	16 1½	9 6	16 1½
Monsanto Chemicals, 5s.	28 6	21 6	28 3
Reckitt & Colman Holdings ...	41 0	33 0	38 3
Savory & Moore 5½% red. cum. pref.	20 7½	18 6	20 7½
Smith & Nephew and Associated Companies, 4s.	30 3	21 3	27 0
Solidol Chemical, 2s.	2 0	1 6	1 6
Southalls (Birmingham), 5s.	28 9	22 3	25 6
Taylors (Cash Chemists), London, 6% cum. pref.	23 1½	20 6	22 4½
Taylors (Cash Chemists) Trust, 6% cum. pref.	23 10½	20 9	22 9
Whites (Timothy), & Taylors, 5s. ...	35 10½	21 3	31 1½
Wright, Layman & Umney	20 6	19 0	20 0
Yardley & Co., 4s.	36 6	28 6	36 6

PHARMACEUTICAL SOCIETY OF N. IRELAND

Monthly Meeting of Council

A meeting of the Council of the Pharmaceutical Society of Northern Ireland was held in Belfast on September 24. In the absence of the president (Mr. W. H. Boyd) the chair was taken by the vice-president (Mr. W. P. Ewart). Also present were Messrs. J. Irwin (treasurer), H. P. Crossin, H. W. Gamble, F. R. Moore, H. F. Moore, C. A. Quinn, P. R. W. Shinner and Professor E. B. C. Mayrs. Apologies for absence were received from Messrs. S. E. Campbell, H. J. Cousley, J. McGregor and Walter C. Tate. The secretary (Mr. W. Gorman) was in attendance.

Mr. Thomas F. Muldrew, Downpatrick (a student at Queen's University, Belfast), attended to receive the Society's prize for pharmaceutics. Making the presentation, Mr. Ewart wished him continued success.

A letter was received from Mr. Horatio Todd (a past-president of the Society) thanking the Council for their congratulations on his award of an O.B.E.

It was agreed to allow the Ulster Chemists' Association to use the Society's rooms for meetings on October 5 and November 12 and 18. The Associates' Section of the Association were granted the same facility for their annual meeting on November 11.

Mr. Ewart announced that Mr. H. H. Cowzer had written to the president tendering his resignation from the Council as from the expiry of his elected term. On the motion of Mr. Gamble, seconded by Mr. Shinner, it was decided to record in the minutes the Council's appreciation of Mr. Cowzer's services as president and member and that a letter of thanks should be sent to him.

On the recommendation of the Education Committee the certificate of apprenticeship was granted to the following applicants who submitted the senior certificate of the Ministry of Education:—

R. Bebe, Belfast; O. S. H. Beirne, Belfast; J. L. Boyle, Dromore; V. A. O'Brady, Belfast; Rosaleen Brown, Donaghadee; J. P. Campbell, Dungannon; D. Corbett, Belfast; Jean Cunning, Belfast; Patricia Durling, Bangor; J. A. Doris, Downpatrick; E. P. D. Ewart, Armagh; H. O. E. Follis, Enniskillen; J. Gallagher, Sion Mills; R. J. P. Good, Belfast; Margaret M. A. Hegarty, Dungiven; Eileen Jones, Belfast; J. M. Lenny, Armagh; T. H. M. McAlpine, Belfast; J. McFadden, Belfast; D. G. McFarland, Carrickfergus; W. G. McKinney, Londonderry; D. McLain, Belfast; D. McMeekin, Belfast; R. G. P. McKullan, Belfast; R. Markwell, Belfast; W. D. Milligan, Londonderry; F. G. O'Connell, Newtownards; W. D. O'Donoghue, Newry; P. C. O'Loan, Ballymena; Marguerite J. Patton, Belfast; H. T. Porter, Belfast; Margaret E. Porter, Enniskillen; E. A. Rainey, Belfast; Elisabeth A. Rocke, Belfast; W. F. Savage, Whiteabbey; J. Smyth, Newtownards; F. R. Trimble, Kilkeel; R. R. Wilson, Dundonald.

It was decided that the annual meeting of the Society should be held at 7.45 p.m. on October 4. Messrs. H. F. Moore and C. A. Quinn were appointed scrutineers of the ballot for the election of four members of Council. The treasurer's draft financial statement for the year ended August 31 was approved.

It was agreed that a letter should be sent to the Oxford Conference local committee thanking them for the arrangements made for the meeting of the British Pharmaceutical Conference.

Correction.—In the article "An Unusual Centenary" (*C. & D.*, August 21, p. 188) the portrait of Mr. Harold D. Howe, sixth president (1950-51) of Northrop & Lyman Co., Ltd., was inadvertently described in the caption as being that of Mr. Morris J. Rogers.

PHARMACEUTICAL SOCIETY OF IRELAND

Monthly Meeting of Council

A MEETING of the Council of the Pharmaceutical Society of Ireland was held in Dublin on September 14, Mr. P. F. McGrath (vice-president) in the chair. Other members of Council present were Messrs. T. C. Scott, T. B. O'Sullivan, P. A. Brady, G. C. O'Neill, D. J. Kennelly, M. Power, J. A. O'Rourke, F. J. Robinson, J. Gleeson, P. Brooke-Kelly and A. A. Toher.

Before the business on the agenda was taken, a vote of sympathy was passed with Mr. Toher on the death of his uncle.

It was agreed, on the proposal of THE CHAIRMAN, that a letter be sent to the registrar (Mr. James G. Coleman) wishing him a speedy recovery from his accident.

MR. O'SULLIVAN proposed a vote of congratulation to Messrs. Costello, McGrath and Robinson on their recent re-election to the committee of the Irish Drug Association.

A letter was read from the Minister for Health confirming oral assurances given to representatives of the Society at a recent interview.

Consultative Health Committee

Mr. J. J. Delany, principal officer of the public health department of the corporation of Dublin wrote concerning the Dublin consultative health committee:

"I am to refer to your letter of May 31 to the city manager regarding the advisability of appointing a pharmaceutical chemist to the above committee to be set up under the Consultative Health Committees Regulations 1954. This letter was referred to the public health committee, which considered the matter at their meeting on July 20. I am to inform you that the committee agreed to the proposal put forward in your letter, and I am accordingly requested to ask your Society to submit the name of a pharmaceutical chemist for recommendation by the public health committee to the Dublin city council when they are nominating other members to the Dublin consultative health committee."

This letter had been received after the July meeting of Council, and the president had been nominated as the Society's nominee at a special meeting convened for that purpose. Mr. McGrath expressed the Council's thanks to Messrs. Brady and Cashman who had worked strenuously to secure a pharmaceutical representative on the Dublin consultative health committee.

Students' Congress

Letters from the International Pharmaceutical Federation and from the official journal of the Pharmaceutical Society of Great Britain were noted. A letter from the Tourist Board in connection with the proposed congress of the International Pharmaceutical Students' Federation in Ireland in 1956 asked if the Irish Pharmaceutical Students' Association could count on reasonable support from the Society. It added that a grant in aid of the congress would be made by the Tourist Board if the Council intimated that the Society approved of the holding of the congress in Ireland. Mr. Kennelly said it was by no means certain that the congress would be held in Ireland in 1956; the students were awaiting a decision by the central committee of the I.P.S.F. Both Mr. Brady and Mr. O'Neill thought it undesirable to hold a students' conference the same year that the Society was entertaining the British Pharmaceutical Conference. It was agreed that the matter should be deferred until next month.

A letter from the Wholesale Grocers' Association asked if the Society would be interested in a scheme to modify the existing machinery for the election of candidates to *Seanad Eireann*, and suggested a meeting of representatives of all nominating bodies. The purpose of the meeting would be to appoint a representative deputation to call upon the responsible Minister to advocate election to the senate from the nominating bodies by direct vote. An alternative suggestion to the Minister would be the appointment of a commission to study the entire problem. It was decided to write to the Association explaining that belated consideration had been given to the proposals because the Society's office had been closed during August. The problems raised in the letter would require further examination before the Council could reach a decision.

Advertising Undesirable

In a discussion on the new health services it was stressed that any advertising by chemists of those services was most undesirable. It was also made clear that where a local health authority invited applications from retail chemists to participate in the health scheme, the chemists should apply for registration to the health authority in their area.

The deaths of Messrs. Cecil Ignatius Davis, M.P.S.I., and Michael William Lawless, M.P.S.I., were reported. The reports of the House, Schools and Law Committees were submitted and approved. An appeal for financial aid was received from the Gaelic Athletic Association club, and the Council made a grant of £25. Mr. Kennelly stated that the G.A.A. club of the pharmaceutical students would appreciate private donations.

Preliminary registration was granted to Ursula Mary Byrne, Ann F. M. Darcy, Thomas N. Feerick, Mary T. Hickey, Bernadette L. Leahy, John MacHale, Mary T. M. Martin, Pauline A. O'Callaghan, Joseph Crowe, Padraic O'Malley, Mary T. Woods, Patrick Crowley, John J. F. Falvey, Kathleen Fitzpatrick, Audrey M. A. Isdell, Johanna Langan, Mary A. E. Sewell, Sheila A. McGrath, John J. Murphy, Bridget P. O'Donoghue, Albina D. Walsh and Ann M. Quinlan.

Licence certificates were signed and sealed for: Misses Ellen Banahan, Mary Byrne, Eileen M. Egan, Kathleen B. Leamy, Kathleen T. McGarvey, Aine O'Reilly, Ellen Quirke, Julia Twomey; Messrs. M. W. Burke, T. Carley, W. Crowley, J. M. Daly, T. M. Lawlor, B. F. McGirr, M. O'Brien, P. J. Gildea, and F. F. O'Halloran.

Dispensing chemist-and-druggist certificates were signed and sealed for Mrs. E. Conaty, and Messrs. Peter Dowling and Gerald Ryan.

The following were elected members of the Society: Messrs. James F. O'Dowd, Richard Kearney, John W. O'Farrell, John C. Travers, Michael Power and James Keane.

The following were nominated for membership: Miss Emma F. Greene, Carrigart, co. Donegal; Mrs. Sheila Kirwan, Ballybrack, co. Dublin; Messrs. Michael Power, Kilfinane, co. Limerick; Charles Moore, 8 Duke Street, Athy, co. Kildare; Dr. Milne Ongley, 14 Charleston Road, Rathmines, Dublin.

Mrs. Josephine Mary MacEvoy (née Hassett), L.P.S.I., was granted change of name in the register on submitting her marriage certificate; registration as pharmaceutical chemists was granted to: Drs. Michael John Halpenny and Milne Ongley.

The following changes of address were notified:

Miss Honoria Leonard, M.P.S.I., to Donamon, Roscommon; Messrs. Thomas Murray, M.P.S.I., to Irish Street, Ardee, co. Louth; Harry Weiner, L.P.S.I., to 70 Terenure Road West, Dublin; William Hawkins, L.P.S.I., to Blacklion, co. Cavan.

Messrs. Hugh P. Corrigan and T. B. O'Sullivan were appointed scrutineers of the ballot for the Council election in October.

At a meeting of the Benevolent Fund held at the conclusion of the Council meeting some grants were passed for payment.

FIGURES IN THE PHARMACEUTICAL WORLD



22. Mr. GWILYM H. HUGHES

THE mayor of Colwyn Bay, who is this month acting as host to his colleagues the members of the Pharmaceutical Society's Council on one of their rare meetings outside London, is an eminently political figure. Inclination, upbringing and natural gifts combine to make him a doughty champion of causes. Early association with public figures may have had some influence in persuading him to enter civic, party and pharmaceutical politics. His own personality, *camaraderie* and eloquence have ensured him success.

Gwilym H. Hughes served his apprenticeship in his native Conway. After a short period as junior in Colwyn Bay he went as assistant to the late Mr. R. G. Edwards in Fallowfield, Manchester. Mr. Edwards, it will be recalled, became an alderman and later lord mayor of the city. After other experience with Blain & Hankinson, Market Street, Manchester, Mr. Hughes joined up in the 1914-18 war in the 2/3rd East Lancs Field Ambulance. He went overseas with the East Lancs 66th Division, and on demobilisation entered the London College of Pharmacy under the then principals Mr. Wootton and Mr. Gosling. As captain of the Cyanides football club he developed a sporting strain that has brought him many trophies and medals for football, golf and billiards. On qualifying, he was first with Mr. H. Rogers Jones, Conway, later opening the Plas Mawr Pharmacy in that town. During his stay there he displayed a keen interest in pharmaceutical affairs that was reflected in his being for many years treasurer and later chairman of the Anglesey, North Caernarvonshire and Colwyn Bay Branch of the Society, becoming also a well-known figure at Branch Representatives' meetings and conferences.

Mr. Hughes was for many years organiser in the Conway borough for the late Mr. David Lloyd George. He did much confidential work for "L.G.", and also took many deputations to meet the great Liberal war leader. In pharmaceutical affairs he was invited by the National Pharmaceutical Union to become a member of the Rural Area Advisory Committee. In 1947 he became a member of the Society's Council and is now in his third year as chairman of the Organisation Committee. On one occasion Mr. Hughes was booked to address a meeting of one of the Society's branches and on arrival found everyone present to be Welsh-speaking. He accordingly gave his address in Welsh—surely a precedent! He became a member of the N.P.U. Executive in 1951, and has been a member of several deputations to the Ministry of Health on pharmaceutical matters. Many pharmacists will recall his vigorous opposition to acceptance of the terms offered to contractors by the Ministry in 1948. Mr. Hughes is now a member of the Central N.H.S. (Chemist Contractors) Committee and a representative of the Minister of Health on the Welsh Joint Pricing Committee. In more recent pharmaceutical politics he stands out for his opposition to any recognition of the unqualified in pharmacy, and whether in the Society's Council or the N.P.U. Executive he never missed an opportunity to denounce the suggestion in the strongest possible terms. He always describes the "throw-out" of proposals along those lines at the Society's annual meeting in 1953 as one of his greatest thrills in a long connection with pharmacy. Mr. Hughes has also taken a keen interest in the veterinary side of pharmacy and as a member of the Society's Council has for some time advocated the formation of an organisation to watch trends in that field. Recently, it will be recalled, a committee was set up for that purpose.

Outside pharmacy Mr. Hughes is a keen Rotarian and a past-president of the Rotary Club of Conway. He is a member of many organisations in Wales, and looks forward to the visit of the Pharmaceutical Society's Council to Colwyn Bay as one of the highlights of his year of office. For, like many political figures, Mr. Hughes is an excellent host, a good mixer ever ready to talk or to listen in fair shares, and with a fund of good humour. While his outlook in pharmaceutical as in general politics is anything but parochial or self-centred, and while he is in no sense a narrow Nationalist, it is certain that his hearers in any gathering will not long be left unaware that he represents the Principality and means to see that its requirements are given their proper share of consideration.

N.H.S. STATISTICS

In WALES, from January to May, a total of 6,700,113 prescriptions was dispensed. Of that number, Glamorgan dispensed 2,037,685. Average ingredient cost in Wales was 37·97d.; and in Glamorgan was 38·75d. Cardigan had the highest ingredient cost at 43·67d.; and Radnor the lowest at 29·87d. Dispensing fees averaged 11·89d. (Wales); 11·48 (Glamorgan); and 12·89d. Montgomery.

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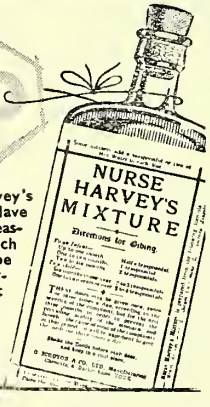
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Science at Oxford

It was remarked by many that the Science Sessions at the Oxford British Pharmaceutical Conference were exceptionally well attended and that even the unexpected additional session on the Wednesday afternoon attracted a sizable audience.

The consistently good attendance may have been the cause of the success of the sessions, but it may equally easily have been itself the result of other factors. Some of those are not hard to find. There was the good humour—that at times dissolved into merriment—with which the sessions were conducted, and the generally clear enunciation of those who this year took an active part. No doubt both of those attributes were in part a response to the example set by the chairman (Dr. Davis). No doubt, too, the hall in which the sessions were held, with its admirable acoustics and its size, which was just right, also played a part in the success of the sessions.

Because the number of papers again showed a fall on the previous year, the discussion could be less hurried and therefore more valuable. It is always unfortunate if the number of papers is so large as to limit the time for discussion and make the audience more concerned about the length of a speaker's statement than with its content. In such circumstances many would-be contributors to the discussions are probably dissuaded by the very pace of the proceedings from taking part.

There has been a certain amount of criticism of the Conference science sessions on the grounds that they have become too specialised and too far removed from the problems of the "general practitioner of pharmacy." The sessions held this year surely went some way to meet that criticism, for the papers were, perhaps fortuitously, better balanced between the various subjects than they have been in some recent years. For example, there were in 1952 about a dozen papers on analytical procedures: this year, only five.

In fact, there were many papers among those read this year that a practising pharmacist, even if he was not able to attend the Conference, can still read and study with profit to himself.

Overseas Trade in August

At £205·6 millions United Kingdom exports in August showed a fall of £41 millions compared with July. To a certain extent the fall can be attributed to a shorter working month (there were two less days in August). So far this year the total value of U.K. exports has been over £100 millions more than in the corresponding period of 1953. Imports in August, at £266·8 millions, were £23 millions less than in July, the fall being mainly seasonal. Re-exports at £8·4 millions were at about the rate recorded for 1953, and maintained in 1954. For the first eight months of the year the trade deficit averaged £44·9 millions. There was a recovery in export prices in August, the terms of trade reverted to the level at which they have been maintained, with minor fluctuations, for over a year.

The value of drugs, medicines and medicinal preparations shipped overseas in August at £2,802,140 was less than in July although on a daily basis it was about the same. India was the largest outlet, taking medicines, etc., to the value of £271,436; Australia was next with £220,761. Proprietary medicines exported reached a peak level of £793,961 or 28 per cent. of the total for that section. Antipaludics at £78,469 were also the highest monthly value so far this year. Penicillin exports totalling £326,729 were made up of salts, £145,315; injections, £117,789 and ointments, lozenges, tablets, etc., £63,625. Antibiotics other than penicillin fell to £304,204 (from £373,288 in July) while the value of sulphonamides was about the same at £155,281. Among the other medicines separately classified by the Board of Trade were:—Vitamins, £139,452; alkaloids excluding quinine, £58,370; barbiturates, £52,978; insulin, £38,609 and antihistamine preparations, £37,107.

Cosmetic preparations including face powder, lipstick, toilet cream, etc., at £232,687 showed an improvement on the previous months as did dentifrices at £150,512, but toilet soap at £179,496 compared unfavourably with the monthly average for 1954. Essential oils at £20,478 were at less than half the value of July shipments.

On the import side the values of the various medicinal preparations followed the usual pattern. Compared with July values the following were lower:—Vitamins at £108,603; antibiotics, £277,726; unclassified medicines, £226,395. Higher were alkaloids at £73,686 and proprietary medicines at £42,140. With the exception of March, August imports of menthol at £5,286 were the lowest for more than a year.

Enforcing a Contract of Sale

An Act of Parliament that received the Royal Assent on June 4 repeals Section 4 of the Sale of Goods Act, 1893 (which provided that contracts for the sale of goods to the value of £10 or more could not be enforced in the Courts unless there was compliance with at least one of four alternative formalities specified). Broadly, the effect of the Section was that, even though an order might have been accepted by the seller, the buyer could not enlist the aid of the courts to enforce the contract unless he held a note or memorandum setting out the terms of the contract and signed by the seller or his agent, or unless he had made part payment for the goods. Nor could the seller compel the buyer to go through with the contract unless he held a similar note or memorandum of the contract, signed by the buyer or his agent, or unless the buyer had made part payment.

With repeal of the section, the value of the goods that

are the subject-matter of a contract for sale becomes immaterial. It is therefore possible to sue under an executory contract for the sale of goods (that is, one under which delivery of the goods has not commenced), whatever their value, and without producing a note or memorandum of the contract signed by, or on behalf of, the other party, or proving that part payment for the goods has been made.

It is still, of course, advisable for both buyer and seller to hold some written evidence of the contract to help them to prove its existence should the need arise. Oral contracts, however, are under no disability, and injustice no longer results from the operation of the section. Once an order for goods has been accepted by the seller, whether by letter, acknowledgment, or order form, or by word of mouth, the parties are under no disability in suing under the contract in the courts. So long as the terms of the contract can be determined, it is not necessary to produce a note or memorandum setting out the terms of the contract, signed by the party against whom the contract is brought.

October 3 is the Centenary of the birth of America's General

WILLIAM CRAWFORD GORGAS (1854-1920)

who redeemed the tropical world from yellow fever



By W. R. BETT, M.R.C.S., L.R.C.P., F.R.S.L., F.R.S.A.

ALTHOUGH, like Pasteur and Lister, General Gorgas made the entire world his debtor, his name means little to the man in the street. He led no army victorious from the field of battle, though it is true he was knighted in Britain on his deathbed and given a State funeral with full military honours in St. Paul's Cathedral.

Son of a Confederate general in the American Civil War, and half Spanish by descent, Gorgas in his boyhood was an avid reader of books on heroic military deeds. It was a bitter disappointment to him when, having graduated A.B. at the University of the South, Sewanee, Tennessee, in 1875, he found himself too old for admittance to the United States military academy at West Point, Virginia. Then, learning that doctors were urgently needed for the medical corps, he resolved to enter the army with a medical qualification. He graduated M.D. at Bellevue Medical College, New York City, in 1879, and in June 1880 joined the medical department of the United States Army with the rank of first lieutenant. Gorgas served in many frontier forts and showed reckless courage (and incidentally frequently broke regulations) by attending patients with yellow fever when himself not immune from the disease. Then, a mild attack having conferred on him immunity for the future, he was drafted to places where outbreaks of yellow jack had occurred. At Siboney, Havana, when American troops entered during the Spanish-American war, he was placed in charge of a yellow-fever camp. There he followed current practice in having the camp and its equipment destroyed by fire. In 1898, as chief sanitary officer of Havana, he carried out an equally vigorous clean-up of streets, houses, and business premises. It was soon obvious that general sanitary measures had no effect on the incidence of yellow fever. Then a commission under Walter Reed demonstrated that the disease was transmitted by *Aëdes aegypti*. Gorgas lost no time in launching a systematic attack on the mosquito's breeding places, warning the inhabitants of Havana that the discovery of larvæ on their premises meant a heavy fine. All possible receptacles of stagnant water were investigated, and, where water could not be drained away, kerosene was poured on the surface, so that, when the larvæ came up to breathe, they were suffocated by the oil. Every case or suspected case of the disease was screened with wire gauze. Within eight months yellow fever was successfully eradicated from Havana, where it had existed continuously for over 150 years.

Promoted colonel, Gorgas was called to Washington in 1902 to advise on a plan for constructing a canal across the isthmus of Panama where, in the 'eighties, more than 22,000 labourers had died of yellow fever within nine years and the company had gone bankrupt. Gorgas was appointed chief sanitary officer of the Canal Zone in 1904. By 1905 the disease was stamped out, and the area, for centuries the world's greatest plague spot, was made healthy and habitable. Construction of the great canal became a practical proposition, and Gorgas was honoured at home and abroad. His advice was sought on health problems in all parts of the globe. At the request of the British Government he went to West Africa in 1920 to serve on a yellow-fever commission, but on his way had a cerebral hæmorrhage and died in London on July 4, 1920. It was while on his sickbed in the Millbank Hospital that he was knighted by King George V. He was buried in Arlington National Cemetery, Washington.

CORRESPONDENCE

PHARMACIES IN NORTHERN IRELAND

SIR,—Owing to so many new shops being opened in Northern Ireland, I suggest some arrangement should be come to with the wholesalers to finance a young man to buy a business already established rather than have him open next door to his former employer. The day is fast coming when the "boss" and the message boy will be the entire staff. The whole standard of pharmacy is bound to suffer in the end if something is not done. ULSTER

LOCUMS

SIR,—It is interesting to read (*C. & D.*, September 18, p. 282) that in one area locums are scarce in winter. As hardly any are wanted between October and June the writer is seeking regular employment. This has become necessary as each recent year more and more chemists say: "We can only have our holidays when the children are not at school!" To make matters worse there is no "salary scale," and bargaining is wide and usual. It would seem, too, that no one will pay anything like enough to locums now managers are paid so much. AFTER YEARS A LOCUM

British Pharmaceutical Conference, Oxford, 1954

SYMPOSIUM SESSION

(*Concluded from* THE CHEMIST AND DRUGGIST, *September* 25, *p.* 305).

THE second paper read at the Symposium Session on September 16 was:—

Preparation of Tablets

BY H. BURLINSON.

[ABSTRACT]

A TABLET is made by compressing a predetermined volume of granules in a die between two punches. For a few substances, usually crystalline and soluble in water, tablet making is a comparatively simple process. The crystals are dried to remove adherent moisture, sieved to uniform size, and they may then be compressed without further admixture.

Powders give an irregular fed into the die, making it impossible to obtain an accurate dose of drug in each tablet. That difficulty is overcome by converting the powder into uniform granules, possessing the essential cohesive property which will enable them to retain a firm hard shape after compression.

The excipients used may be required to fulfil one or more of the following functions:—Filling, absorption, adhesion, wetting, disintegration, lubrication. Where small doses of potent drug are ordered, a filler is used to provide bulk.

An absorbent may be necessary if oils, tinctures or fluid extracts are contained in the formula. For aqueous or alcoholic liquids a filler such as lactose or starch will also act as an absorbent, whilst for oils, magnesium oxide and magnesium carbonate are used. Powdered liquorice root can be employed as an absorbent where its colour is not objectionable.

The function of the adhesive is to assist in producing granules which are free from excessive "fines." There is a wide range of substances suitable for this purpose.

Should the drug be sparingly soluble in water, the tablet must be made to disintegrate and that is achieved by the use of substances which readily absorb water and in so doing swell up, causing disruption of the tablet. Satisfactory disintegration can be obtained by the use of one of a number of starches, those commonly used being maize, tapioca, potato, arrowroot and rice. Alginic acid and sodium carboxymethylcellulose are two of the more recent disintegrants now in regular use, whilst agar, gelatin, pectin and bentonite are worthy of mention. The effervescence produced by the interaction of sodium bicarbonate and citric or tartaric acids is another means of obtaining quick disintegration, and magnesium peroxide, which liberates oxygen on contact with water, behaves in a similar way.

To prevent adherence of powder to the punches and ensure smooth ejection of the tablet from the die. Purified talc is widely used, but objections have been raised because of its insolubility and probable retention in the body. This disadvantage is overcome by magnesium or calcium stearate. Tablets thus lubricated have a fine surface polish which enhances their appearance. Stearic acid gives a similar effect if dissolved in chloroform and added during the moist granulation process. It may sometimes be required to prepare tablets which dissolve completely in water to give a clear solution, the number of soluble lubricants available is smaller, and they are generally not so efficient as the insoluble. Powdered boric acid is widely used, but does not readily "wet" and tends to increase the solution time of tablets containing it. Carbowax 4000, a polyethylene glycol, although wax-like in appearance is soluble in water and is effective added as a dry powder. Tablet granules may be prepared by moist granulation, dry granulation or precompression.

In most granulation, except for those crystalline substances which are compressed pure, it is usually advantageous to reduce to a fine powder all the ingredients contained in the formula.

Moist granulation is carried out by adding a liquid binder or moistening agent to the mixed powders. The damp mass is emptied into a stainless steel container and large granules produced by passing it through a coarse sieve.

It is not usually necessary or desirable to remove all traces of moisture from the granules; in fact, granules which are too dry may be as difficult to compress as those which are too moist.

To produce tablets of accurate and uniform weight necessitates the delivery of a constant volume of granules into the die and their preparation is the next operation in tablet making. When granules are reduced in size by sieving a certain amount of powder is produced, and in fact such "fines" are necessary since by filling the interspaces of the granules, they ensure that a constant weight is delivered into the die at each filling operation.

The addition of powdered lubricant is the last operation before the granules are ready to be compressed. Lubricants such as liquid paraffin can be sprayed on to the bulk of the granules and gently mixed throughout. Flavours and essential oils dissolved in a volatile solvent are also added at that stage.

The dry granulation process is one not widely used since it is limited to those substances which can be compressed pure, or to drugs which require only the addition of disintegrant and lubricant before they are ready for compression.

Granulation by precompression is being increasingly used, and the process has certain advantages over moist granulation. It consists in compressing the mixed powders into large but imperfect tablets or "slugs." These are sieved to produce small uniform granules which may then be recompressed into tablets of the correct weight and size.

The compressing difficulty known as lamination or capping results in the top of the tablet becoming detached and even when that is not immediately apparent, the "cap" can be removed with the thumb nail or it will fall off when a few tablets are shaken in a bottle. This phenomenon may be due to a number of causes and the compressor must decide whether the trouble lies in faulty granules, imperfect tools, or incorrect speed of compression. The use of excessive pressure will cause capping, as will an insufficiency of lubricant in the formula. Granules which have been overdried sometimes cause that trouble, easily rectified by slight moistening. Certain crystalline forms appear to be responsible for persistent capping, and where that is anticipated, the drug should be finely powdered before granulation. A die which is in continuous use will begin to show a "ring" at the point of compression, causing a slight distortion in the tablet when it is made and frequently leading to capping when the tablet is ejected from the die.

"Picking" and "Sticking"

"Picking" and "sticking" are problems occurring less frequently, and are more readily corrected. A particle of granule or film of powder adhering to the punch face, gradually builds up until the upper and lower surfaces of the tablet are disfigured.

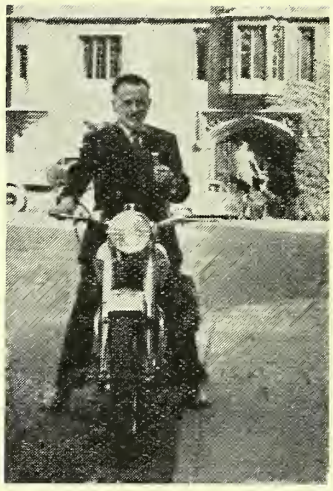
Circumstances may require a tablet to be coated with a protective layer; that often consists of sugar, but it may be a pearl, silver, balsam or gelatin coating.

The problem of applying enteric coatings is complicated by the fact that the rate at which a tablet may pass through the stomach is a variable factor. Individuals differ both in their gastric secretions and the rate at which food is digested. The efficacy of an enteric coating may depend upon the following factors:—1. *The difference in* pH *between the stomach and the duodenum.* Amongst the substances which have been used for enteric coating are shellac, damar, mastic and sandarac, all containing insoluble resin acids which would be converted into soluble salts in the intestinal tract, resulting in a weakening and disruption of the protective coat. It has been shown, however, that the duodenal contents have a mildly acid reaction, and other factors may be responsible for the effectiveness of those substances. 2. *The action of lipase enzymes upon the saponification of esters.* That action is employed in the use of *n*-butyl stearate for enteric coating, since it is readily hydrolised into stearic acid and *n*-butanol. Substances such as stearic acid and cetyl alcohol, either alone or mixed with

one of the above-mentioned resins, have been used with success, cetyl alcohol and mastic having been reported to be 98 per cent. efficient. Other substances used in the past are keratin and salol—the former is of little value, but salol is useful for the extemporaneous enteric coating of pills and tablets. Cellulose acetate phthalate has given very satisfactory results employed as a 5 to 15 per cent. solution in ethyl acetate and ethanol. Because of the volatile nature of the solvents successive coatings can be quickly applied. Whatever the substance used for enteric coating, it must be non-toxic and inert. It is applied at the sub-coating stage if the final tablet is to be sugar coated.

The efficacy of those coatings has been studied both *in vitro* and *in vivo*, the former method being most commonly used.





SPORTING TYPES: Miss Barbara Wilson, winner of the Jephcott cup, ladies, in the British Pharmaceutical Conference tennis tournament, and Dr. W. P. Kennedy, in the unusual rôle of motor cyclist, photographed during the outing to Blenheim Palace.

Standardisation of Tablets

By T. C. Denston

[Abstract]

The Pharmacopœia gives latitude to the manufacturer concerning diluents, lubricants and disintegrating and moistening agents provided those are innocuous and therapeutically inert in the quantities used. The British Pharmacopœia imposes no requirements for the dimensions of tablets or their total weight, but those aspects have had the attention of the Commission. A particular tablet may vary from one manufacturer to another, and be a source of trouble to the pharmacist and a cause for doubt in the mind of the patient when he receives a second supply of tablets differing in size from the first. The trade association of the pharmaceutical manufacturers issued some years ago a recommended schedule of die sizes and total weights for some 250 different tablets covering all the common strengths, and it is understood that many tablet makers now work to the recommended schedules, but unfortunately other manufacturers have not accepted their association's recommendations. That that disparity should persist after a period of years must lead the Commission to consider whether a trade recommendation is adequate to deal with the situation.

The addition of colouring agents is not official, and there are no important medical grounds for that, but there are strong objections from both pharmaceutical and medical considerations. The colouring of tablets tends to give dangerous encouragement to reliance on identification by appearance instead of by the reading of the label; the more the practice of colouring is adopted, the greater that danger. Experience has shown that some manufacturers are not always able to produce or maintain a particular shade, and variation in appearance between different batches may be conspicuous. Most important is the enhanced danger to infants and young children from brightly coloured tablets.

Attempting to improve the present disintegration test, the tablets committee of the British Pharmacopœia Commission has examined a number of methods intended to yield consistent results and an unmistakable end-point, especially when applied to tablets which tend to form a gummy mass and to coated tablets. The following test is now under examination, and criticisms are invited from those who may try it. Subject to possible alteration, it will be recommended for inclusion in the Addendum to the British Pharmacopœia 1953.

Apparatus. A glass tube 80 to 100 mm. long with an internal diameter of about 28 mm. and an external diameter of 30 to 31 mm., is fitted at the lower end with a disc of rustproof wire gauze complying with the requirements for a *No. 10 sieve*, British Pharmacopœia 1953, and suspended in a volume of *water* having a depth of not less than 15 cm. and at a temperature between 35° and 39° C. in such a way that it can be raised and lowered repeatedly in a uniform manner through a distance of 75 mm.; at the highest position of the tube, the gauze just breaks the surface of the water, and at the lowest position, the upper rim of the tube remains clear of the water. The tube may be manipulated by hand or mechanically.

Method. Place five tablets in the tube and raise and lower the tube so that the complete up and down movement is repeated thirty times a minute. The tablets are disintegrated when no particle remains above the gauze which would not readily pass through it. The time required for the five tablets to disintegrate in the manner described is, unless otherwise stated in the monograph, not more than fifteen minutes. If the tablets fail to comply, the test may be repeated using a guided disc as described below, inserted in the tube; the tablets must then comply with the test. The guided disc consists of a disc of suitable plastic material, about 26 mm. in diameter and 2 mm. thick, with three holes equally spaced and 10 mm. from the centre. In each hole a stainless steel wire of No. 22 standard wire gauge is secured at a right-angle to the plane of the disc and the end of each wire is turned out radially and secured to a guide ring of No. 22 standard wire gauge and 27 mm. in diameter. The guide ring is co-axial with the disc in a parallel plane at a distance of 15 mm. from the upper surface of the disc. The difference between the diameter of the disc and the internal diameter of the tube is not more than 2 mm. The total weight of the guided disc is not less than 1·9 g. and not more than 2·1 g.

The criterion generally accepted is that enteric coated tablets should not disintegrate when immersed in an acid pepsin solution but must disintegrate in an alkaline pancreatin solution. A test for enteric coated tablets is proposed for inclusion in the new edition of the British Pharmaceutical Codex. The apparatus to be used is similar to that described above. The test consists of two parts: in the first part, a watery solution is used containing pepsin, potassium chloride, calcium chloride and hydrochloric acid, and immersion continued for three hours. No portion of the tablets, other than fragments of any outer coating, passes through the gauze. The tablets are then rapidly washed with water and, as the second part of the test, they are immersed for one hour in a watery solution containing pancreatin, sodium tauroglycocholate and sodium bicarbonate. The tablets must disintegrate completely.

Firmness of tablets may be assessed by noting the amount of pressure needed to break a tablet by hand or by shaking together a number of tablets in a bottle and determining the weight of powder produced. Such simple tests are scarcely amenable to description as official standards.

The British Pharmacopœia controls the uniformity of weight of tablets by requiring that in a sample of twenty tablets not less than eighteen, when weighed singly, shall fall within the limits stated in a table, and not more than one tablet shall deviate by more than double those limits.

A few of the monographs of the B.P. 1953 provide a formula for one strength of tablet, but most of the monographs are framed to cover all strengths that may be prepared. Consequently, in laying down a standard for the amount of medicament contained in each tablet, the tolerances are intended to apply to all dosage strengths.

British Pharmaceutical Conference, Oxford, 1954

When the speakers had delivered *précis* of their papers, THE CHAIRMAN, before inviting discussion of the papers, expressed his regret at the absence, because of illness, of Professor Berry, who, he said, would have been an important contributor to the discussion.

Discussion

MR. D. N. GORE, Dorking, said that there was still a hard core of "black magic" in tablet manufacture. Mr. Denston had said that standard tests for tablet durability were not practicable. It was a pity if, having gone to the trouble of ensuring the right dose, the tablet was degraded on the way to the patient by being too friable. His organisation had commenced tests using a fluted cylinder in which the tablets were rotated for a standard time and the powder that was obtained weighed afterwards. The results were reproducible. Durability did not mean increased resistance to snapping.

MR. F. A. J. TALMAN, Leeds, asked what were the advantages of the various shapes of tablets from the viewpoints of disintegration, manufacture and palatability.

MR. W. TRILLWOOD, Oxford, raised the matter of identification of tablets in cases of mishap. The pharmacist had no copies of National Health Service prescriptions and he might be made to look foolish if he did not know what had been dispensed should such a case get as far as a coroner.

DR. J. G. DARE, Leeds, said that the lay-public was too casual about medicines and more should be done to emphasise to the public that every medicine was a potential poison. The disadvantage of tablets was that anyone who could count could dispense them. In clinics, people with no training and no knowledge did hand out —"no, *dispense*"—tablets. Iron tablets were so "dispensed" in sweet bags with no name and no warning. Cartons for such purposes should be prepacked and pre-labelled, but better, they should be dispensed at a pharmacy. A "fancy box" could generally be opened more quickly by an inquiring child than by its parents.

MR. J. B. BOYD, Manchester, said that nothing seemed to be done about the question of colouring of tablets. Were such tests as the *in vitro* tests for enteric coated tablets that would be included in the next British Pharmaceutical Codex a real indication of what happened to a tablet in the body?

MR. T. D. WHITTET, London, agreeing with what had been said on the matter of safety, quoted an example in which a mother, thinking that they would be "useful," had administered phenobarbitone tablets embossed with the letters M and B to a child that had developed a cold. Pointing out that expensive machinery was not required for tablet-making, Mr. Whittet said that a cake-mixer, a soup strainer and a coffee bean grinder had been used for the granulating process at University College Hospital. He said that, with Mr. W. Bruce at the hospital, he had found that a bentonite mucilage was an excellent moistening agent and magnesium trisilicate an excellent lubricant. He had found it impossible to make tablets of aminophylline by the moist granulation process of the B.P. After storage, the tablets went dark in colour and smelt of ammonia or acetamide. He had had good results using two different slugging methods.

MR. S. DURHAM, Sheffield, suggested that official specifications should be given for punches for particular tablets. The public was ignorant of the need to crush uncoated tablets before taking them.

MR. A. F. CALDWELL, Singapore, said that in the tropics, dust on the surface of cellulose-film packages had been known to absorb moisture and grow mould, using the cellulose film as a medium. Hydrophylic colloids used as filling agents and excipients in tablets could, in the tropics, cause the tablets so to swell that it became impossible to remove the tablets from even wide-mouth bottles. On the identification of tablets causing poisoning, he suggested that the fault lay with the poisons legislation. The basis should be to trace the source of supply and the person to whom supplied. Poisons law had become too academic.

MR. E. SHOTTON, London, said that the colouring of tablets had nothing ethical to support it. The term hardness should be defined. Engineers had defined it as a surface property. The spring-loaded pressure tester was a breaking or crushing test. He hoped that the durability tests outlined by Mr. Gore would be developed.

Consciences Disturbed

MR. C. W. ROBINSON, Liverpool, said that the consciences of the medical and pharmaceutical professions had been disturbed by the number of poisoning fatalities among infants, particularly those caused by ferrous sulphate tablets. He was glad that at the May Branch Representatives' meeting a resolution on the subject had been passed and later adopted by the Council of the Pharmaceutical Society. The new technique of coating by compression might help by producing tablets of ferrous sulphate that looked like white uncoated tablets, but with the taste masked. A disintegration rate faster than with pan-coated tablets would be achieved and that might be the most significant advantage of the invention. It was by no means certain that colouring and sugar-coating played an important part in accidental poisonings. Many not particularly attractive tablets were similarly incriminated. The remedies one would like to see applied were unlikely to be adopted by an economy-minded State machine. For instance, strip packaging was hard for an infant to undo, and ferrous gluconate was less toxic than ferrous sulphate but would cost more.

MR. G. RAINE, Manchester, said that some manufacturers of antibiotics did not supply the pure product and soluble tablets had to be used in extemporaneous dispensing. The tablets should be completely soluble or else be easily dispersed.

PROFESSOR H. BRINDLE, Manchester, said that *in vitro* tests for enteric coated tablets such as those mentioned by Mr. Denston were not an accurate guide to what happened to the tablets in the body.

MR. F. BERRY, Nottingham, said that the work of the manufacturers was often nullified by unsatisfactory storage. He asked if liquid paraffin was in general use as a wetting agent. He thought that it was over-rated. A water-soluble lubricant was needed. The press-coating technique was of greatest use for incorporating medicaments in tablet coatings, e.g., ascorbic acid. Commenting on the use of gelatin in the coating process, he asked how the tendency to mould growth was overcome. Had it a tendency to make the finished product too brittle? Proprietary tablets with 5 mgm. of active ingredient, but the whole tablet weighing gr. 4, represented an unnecessary bulk. He suggested that gr. 1 was heavy enough for a tablet containing 5 mgm. of active constituent. The shaking up of tablets in a bottle did give a measure of durability of tablets. The spring-loaded tester gave a comparative test for people at a machine.

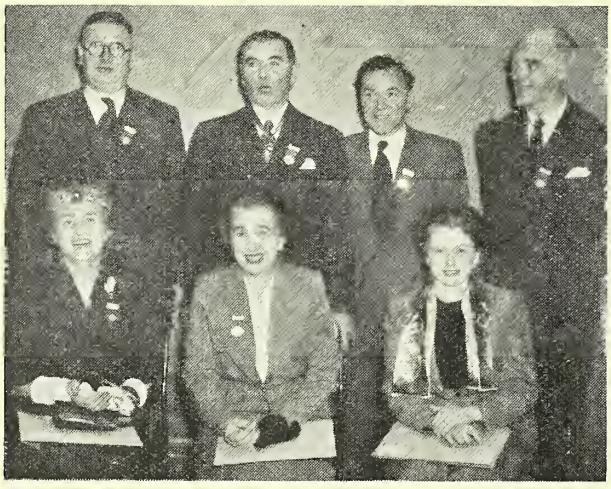
MR. A. CHAMINGS, Horsham, advocated greater co-operation between the branches of the profession. Before standardising tablets it should be remembered that 50 per cent. of the production of British pharmaceutical manufacturers was exported. He suggested that the B.P. and B.P.C. were concerned with more important things than tablet diameter and colour.

MR. A. W. BULL, Nottingham, said that the term coating by compression did not necessarily specify a particular process. There were at least two processes. Coating by compression might do all that was required of it, but one process fell down because no sub coat was applied. That was important in tropical markets. He had tested tablets of cascara extract in hot, humid conditions. The traditionally coated tablet showed up better than the one coated by a particular "coating by compression" process. Foils and laminates were better for packaging for a tropical climate. Much work could be done on the production of chemicals for the specific use of tablet-makers. In the manufacture of aminophylline tablets attention should be paid to excipients, avoiding the use of sugar. The official regulations on storage should also be observed. Only a few should be packed in each container.

Statistics Required

MR. R. H. HENRIKSEN, Epsom, said that statistics were required about the number of accidents to infants from non-coloured tablets. He thought that infants would put anything into their mouths. Education of the public was the only answer. The British Pharmacopœia Commission was not the

British Pharmaceutical Conference, Oxford, 1954





CROSS-CHANNEL VISITORS TO THE CONFERENCE: Left, from Dublin, Mr. H. P. Corrigan, Mr. M. Costello (president, Pharmaceutical Society of Ireland); Dr. E. C. Dowling; Mr. D. J. Murphy; Mrs. Costello, Mrs. Murphy and Mrs. Corrigan. Right, from Scandinavia, Mr. J. Stroyberg, Denmark; Dr. C. O. Bjorling, Sweden; and Messrs. B. Dehlholm, Denmark, and S. E. Bjorn (president, Pharmaceutical Society of Denmark).

body to deal with the problem of rationalisation. The very different conditions in the export markets had to be remembered. The process of standardisation would have to be gradual if only because of the value of the punches and dies involved.

MR. D. F. SMITH, Bournemouth, said that a satisfactory disintegration test for enteric-coated tablets was needed. He would underline Mr. Tillwood's remarks about the tracing of tablets issued to patients. Immediate information was required. To refer to the pricing bureaux was too slow.

MR. J. R. ELLIOTT, London, said that enteric coated tablets of pancreatin should not be given a disintegration test involving pancreatin solution.

DR. G. BROWNLEE, London, said that the problem for the manufacturer of enteric-coated tablets was physiological. The statistics of the normal passage of normal products were being overlooked.

MR. H. HOYLE, Leeds, said that the present disintegration test depended too much upon interpretation. The new test was simple and not costly. For the retail pharmacist it could be simpler still. He himself preferred to test tablets individually, rather than collectively. In the matter of the disintegration of coated tablets the B.P. Commission should be cautious. There was more in disintegration than could be reproduced in the laboratory. The same method of assay should be used for raw material and finished product.

MR. H. E. BROOKES, Nottingham, said that excipients should be pharmacologically inert. There was a considerable number of new wetting agents that had not been tested pharmacologically.

MR. D. STEPHENSON, Dartford, said that the B.P.C. test for enteric-coated tablets was better than no test, and it would help to remove from the market completely unsatisfactory tablets.

MR. A. BRAGG, Liverpool, said that the method of recording active ingredients should be standardised in grams and milligrams or grains.

MR. E. E. LOCKER, Reading, said that in the tracing of prescriptions the colouring of drugs by types would help.

DR. G. E. FOSTER, Dartford, said that there was something to be said for manufacturers putting their identity mark on tablets, for manufacturers could usually identify their own tablets very quickly by die size and formula weight.

MR. D. STEPHENSON, Dartford, said that he did not agree with Mr. Locker. Where different shades of one colour were used it sometimes became difficult to distinguish different batches of the same line. He suggested that the retail pharmacist should revive the prescription book.

MR. W. TRILLWOOD, Oxford, said that Dr. Foster had tremendously over-simplified the problem of identification. A quick answer was wanted.

MR. R. W. GILLHAM, Leeds, said that the public should be educated about the danger of tablets. He suggested that a slip giving a warning that the tablets should be kept out of reach of children would help.

MR. L. H. BOARDMAN, Manchester, said that the tablet standardisation committee of the Association of British Pharmaceutical Industry deprecated the colouring of tablets and the committee was also convinced that the B.P. and B.P.C. tablets should be of fixed diameters and weights. He agreed with Dr. Foster that diameter-and-weight was a good guide to identity.

MR. W. A. PARK, Aberdeen, said that his firm photographed all its prescriptions for reference purposes. It was expensive but fully justified. He agreed that mass education was the only real solution to child-poisoning.

MISS M. C. ISLIP, Harrow, said that a small child would put anything in its mouth. Education was the only way.

MR. T. JAMES, Wimbledon, said that he was disturbed about the containers often used for tablets. They should always be well sealed. And that should be borne in mind when fees and container costs were considered.

MR. H. WILLIAMS, Reading, deprecated the trend to smaller tablets. They were difficult to handle. While in the B.P. white tablets were official, the National Health Service allowed coloured tablets to be dispensed. He hoped that manufacturers would do something about the 10 to 20 per cent. wastage that sometimes occurred in bottles of tablets.

Replying to the discussion, MR. FITCH said that reliance upon size and colour for identification was to be deplored. Reference should always be made to the dispenser. Duplicate forms would take too long to search.

MR. BURLINSON said that open discussion of those matters was good. Tablet-making was a symbiosis of art and science. Science was coming more to the fore. It was useful to have solvellae a different shape because of their poisonous nature. Mr. Whittet had shown the versatility of the hospital pharmacist. He thought that the swelling of tablets was a packaging rather than a formulation problem. The practical purpose of durability tests was to find how well the tablet travelled even in very adverse conditions. "And British Railways can be very adverse at times." Liquid paraffin was still used but it was best to incorporate a solubiliser. He would like to hear of a water-soluble lubricant. Gelatin was used in the sub-coat to give elasticity. He had not experienced cracking due to that. The physical form of chemicals used in tablet-making was very important.

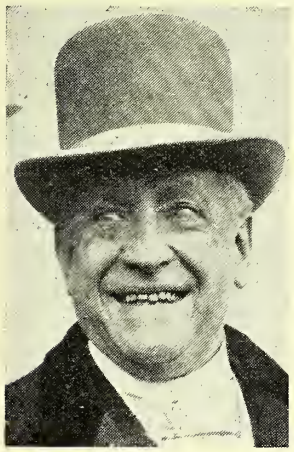
MR. DENSTON said that the B.P. had simplified matters by abolishing the imperial reference where that system was never used with a particular drug. Dr. Capper could rightly claim that his enteric coating test was the best available at present. Careful drying was necessary with aminophylline tablets. If tablets were labelled "Keep out of reach of children," other tablets not so labelled might be treated with less care than was desirable. The Commission was grateful to the A.B.P.I. committee for its co-operation. In general, the same principles were applied in the assay of the material and of the tablet made from it.

NEW BOOK

The History of Unilever, Vols. I and II.

CHARLES WILSON (Fellow of Jesus College, Cambridge). *Cassell & Co., Ltd.*, 37 St. Andrew's Hill, Queen Victoria Street, London, E.C.4. 9¼ x 6 in. Pp. (vol. I) 312; (vol. II) 399 plus appendices and indexes in both volumes. 45s. the set.

THE two volumes form an absorbing history of one of the world's largest businesses, and provide at the same time an illuminating biography of William Hesketh Lever, who founded one side of the business and later became the first Viscount Leverhulme. No one who reads the history can fail to appreciate the influence which his dynamic personality exercised over the company's progress. Presiding over the annual meeting a fortnight before he died, he pointed out that his shareholders numbered 187,000; that the profits which went partially to pay their dividends were the work of 60,000 white people living and working in almost every country in the world and of 25,000 native Africans in Central Africa. There were, besides, over 1,000 directors of associated companies with their managers and foremen; and co-partners numbered 18,000. By the year 1925 the issued capital stood at nearly £57 millions.



William Hesketh Lever—First Viscount Leverhulme.

The company, which was destined to grow even greater in the years that followed his death, had its origin in August 1885, when Lever, against the wishes of his father, a wholesale grocer, took over the small chemical firm of Winser & Co., Warrington. Volume I deals with the growth of the business from January 1886, when he had the works turning out 20 tons of soap a week, its "utmost capacity," to 1929.

The story of the company's development is far from being a success story throughout, for the rapid early progress and development in the United Kingdom culminated in crisis during 1906. "Frenzied" advertising by the soap manufacturers at that time, coupled with competition for the world's supplies of oils and fats, led the larger manufacturers to seek a working arrangement in the formation of a soap trust. Its establishment was frustrated at the time by a bitter Press campaign whose effect was gravely to damage the sales of the Lever business and of other companies who intended joining the trust, and to throw the business into the hands of "non-combine" firms, including the Co-operative Societies. A lawsuit followed, the outcome of which was that the *Daily Mail* agreed to pay £50,000 damages to Lever Brothers. With amounts from other papers, the company received in all as a result of the action, a sum of £91,000, a substantial amount at that time. Yet a few years later Lever estimated his total losses from the affair at "considerably over half a million."

Leadership of the soap interests in the United Kingdom was not achieved by the Lever Bros. organisation until about 1920, when the company was responsible for 60 per cent. of the nation's soap production. In response to allegations that the company were in a position to fix prices to suit themselves, the Government set up a committee to inquire into the monopoly. Although Leverhulme (he was created a baronet in 1911) made a skilful defence of his policy, which was a long-term one, it was nevertheless directed that the price of soap should be reduced by twopence per lb. By that time most of the companies destined to become part of Unilever had been gathered into four main groups. By 1927 they were reduced to three, in 1928 to two and in 1929 they were finally unified. The first part of volume II is concerned with margarine interests of the company and its competitors while the second part deals with the problems that faced Unilever in an era of depression, recovery and war. The reader who seeks contemporary history—especially information on the effect on the soap industry of the synthetic detergents in the United Kingdom—will be disappointed. The war (1939-45) years and after are allotted only fifteen pages.

HOSPITAL PHARMACY FORUM

PRODUCTION COSTS

and the wise use of pharmaceutical skills

THE British Pharmaceutical Conference at Oxford was marked by an opening address from the chairman that was of more than usual interest. By reason of his unique position as Chief Pharmacist to the Ministry of Health, Dr. Harold Davis is qualified to speak with considerable authority on all branches of pharmacy as they impinge on the National Health Service. His remarks on the Hospital Service were awaited with great interest, and it was clear, from what he said, how his mind is working with regard to future developments. Naturally, at this juncture, he avoided the topic that is uppermost in the minds of most of us: that of salaries. That matter is at present being actively pursued, and no good would come of ventilating it at this time. Some of Dr. Davis's other points, however, are of long-term importance, and need consideration.

The manufacturing programme is a matter on which pharmacists must do some clear thinking, and it cannot be too strongly emphasised that sound costing methods must be applied to every product. The data upon which the costing should be done are not always easily obtained. For example, few pharmacists are in a position to obtain reliable assessments of the hidden overheads to be allowed for in the general services of other departments such as the engineer's, the accountant's and the secretary's. Such information, together with a value for rental of the premises, can be supplied only after some effort by the departments concerned. The cost of labour in the department also calls for some careful calculation. It is probably simplest to bulk all the salaries and wages (allowing for superannuation contributions paid by the hospital) and find a price per hour for all work done. Each item manufactured should then be timed to show the man-hours and the machine-hours taken up. From that sum of information it is possible to find a figure that gives a fairly clear indication of the net cost of each product. The method has recently been applied at one hospital with interesting results. Labour and overheads combined are rated at 10s. per hour. A revision of the programme, and a new planning of the sizes of batches, have made it possible to ensure that every product shows a profit. Any that fail to do so are excluded from the programme and put out to manufacturers, unless there are over-riding considerations of convenience to justify continued manufacture at the hospital. Naturally, that kind of evaluation is easier in a large hospital with a separate manufacturing laboratory, but with reasonable planning and recording of the work done it could be applied to small departments also.

Dr. Davis hinted at a development of another kind, and one that may well be forced upon us by circumstances: that is a revision of the ratio of pharmacists to technical assistants—a topic recently aired in this column. It is surely a misuse of the time of a pharmacist to spend several hours a week filling and sealing ampoules or watching the running of a tablet machine. Again, much of the routine work of dispensing could be carried out by technical assistants who would pre-pack tablets, capsules, etc., in quantities calculated to the requirements of various clinics. One should beware, however, of carrying the process so far that control over the actual prescription passes into the hands of persons unfitted to recognise all the possibilities of error or not competent to deal with the personal factor of the patient.

No doubt when pharmacists can relax from the present activities associated with the salary claim some constructive thought will be applied to those matters.

NEW GERMAN PROPRIETARIES

Information from German pharmaceutical periodicals about recently introduced proprietaries :—

ALDOSTERON.—Formerly termed Electrocortin, this crystalline hormone of the suprarenal body is closely related to cortisone and desoxycorticosterone, but possesses an aldehyde group. (*Deutsche Apotheker Ztg.*, June 17).

MASOTEN.—Mixture of 80 per cent. polyacrylic acid and 20 per cent. potassium polyacrylate. Indication: Decompensated cardiac insufficiency. Packs: Carton of fifteen packets of 10 mgm. Bayer, Leverkusen (*Pharm. Ztg.*, July 29).

VALAMINETTES. — Active principle is (1-Ethinyl-cyclohexyl)-carbaminate. Indications: Nervous disorders, conditions of anxiety and restlessness. Packs: Thirty sugar-coated 0·1-gm. tablets. Schering, A.G., Berlin (West) (*Pharm. Ztg.*, July 29).

TARDOCILLIN. — Salt of two molecules of penicillin G and one molecule di-benzyl-ethylenediamine. For pneumonia, infections of hæmolytic streptococci, and pharyngitis, otitis media, etc. In bottle of 40 c.c. Bayer, Leverkusen (*Pharm. Ztg.*, July 29).

CELADIGAL.—Pure lanotoside C from *Digitalis lanata*. Indications: Chronic hæmodynamic cardiac insufficiency, and acute cardiac insufficiency in infectious diseases. Packs: 10-c.c. bottle of solution; six 1-mgm. suppositories; six and twenty-five ampoules of 2 c.c. (0·2 mgm. per c.c.). P. Beiersdorf & Co., Hamburg (*Pharm. Ztg.*, July 29).

ATUMIN.—Bis-cyclohexylcarbonic acid di-ethyl-amino-ethylester hydrochloride. For morbid conditions (non-surgical) leading to spasmodic pains such as gastritis, gastric ulcer, duodenal ulcer, enteritis, colitis, dysmenorrhœa, etc. In packs of twenty and fifty sugar-coated 0·02-gm. tablets; six 0·04-gm. suppositories; or three or six 2-c.c. ampoules of a 1 per cent. solution. P. Beiersdorf & Co., A.G., Hamburg (*Pharm. Ztg.*, August 26).

MESTINON.—Di-methylcarbamine acid ester of 1-methyl-3-oxy-pyridine bromide. Indications: Myasthenia gravis, migraine, and paroxysmal tachycardia. Packs: Fifty and 250 10-mgm. tablets; twenty and 150 60-mgm. tablets; six and fifty 1-c.c. ampoules each containing 1 mgm.; 5-c.c. bottles of solution (5 mgm. per c.c.). Deutsche Hoffman La Roche, A.G., Grenzach-Baden (*Pharm. Ztg.*, July 29).

CARNIGEN.—Adenosin containing a nucleotide preparation with *lr*-p-oxyphenylmethylamino-propanol hydrochloride. For orthostatic circulatory disturbances, hypotonia, circulatory collapse, circulatory debility following infectious diseases and operations, cardiac insufficiency, etc. Presented in packs of five and fifty 2-c.c. ampoules of a 1 per cent. solution and in bottles of twenty, fifty and 250 c.c. of a 2 per cent. solution. Farbwerke Hœchst, A.G., Frankfurt-am-Main-Höchst.

PRINT AND PUBLICITY

Advertising Campaigns

CELLUCOTTON PRODUCTS, LTD., Carkers Lane, London, N.W.5: Kleenex tissue handkerchiefs. Half-page in *Daily Express* on October 13, and advertisements in *Daily Mirror, Daily Mail, Daily Sketch, News Chronicle, Sunday Express, Sunday Graphic, Sunday Pictorial, Sunday Post, John Bull, Illustrated, Picture Post, Woman, Woman's Own, Woman's Illustrated, Woman's Weekly, Everywoman, Modern Woman, Woman and Beauty, Family Doctor.*

KELDON, LTD., Perivale, Middlesex: Famel syrup and pastilles. National advertising.

KENWOOD LABORATORIES, LTD., 159 Finchley Road, London, N.W.3: Serocalcin. National Press advertising.

WILLIAM FREEMAN & CO., LTD., Suba-Seal Works, Barnsley, Yorks: Suba-Seal hot-water bottles. In *Woman, Home Chat, Illustrated, Mother, T.V. Mirror, Woman's Own, My Home, John Bull, Picture Post, Woman and Home, Woman's Illustrated, Woman's Weekly.*

GUIDE TO NEW MEDICAMENTS

Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable.

TRYPURE

DISTRIBUTOR: Evans Medical Supplies, Ltd., Speke, Liverpool, 19.

DESCRIPTION: Crystalline trypsin.

INDICATIONS: Physiological debridement and for laboratory use.

HOW SUPPLIED: In ampoule of 50 mgm. powder, plus 15 mils isotonic buffer solution.

FIRST ISSUED: July 1954.

EPANUTIN SUSPENSION

MANUFACTURER: Parke, Davis & Co., Ltd., Staines Road, Hounslow, Middlesex.

FORMULA: Each 4 c.c. (teaspoonful) contains 0·1 gm. (gr. 1½) of diphenylhydantoin.

INDICATIONS: Grand mal epilepsy and psychomotor seizures.

DOSAGE: For adults and children of six years or over, 1 teaspoonful three or four times daily. For children under six years of age, ¼ to ½ teaspoonful two to four times daily.

HOW SUPPLIED: In bottles containing 4, 16 and 80 fl. oz.

FIRST ISSUED: June 1954.

ANTHICAL

MANUFACTURER: May & Baker, Ltd., Dagenham, Essex.

FORMULA: Mepyramine maleate, B.P., 2 per cent.; zinc oxide, B.P., 15 per cent.; glycerin, B.P., 10 per cent.; triple elder flower water, B.P.C., 5 per cent.; colouring and thickening agents q.s.

INDICATIONS: Sunburn, insect bites and stings, prickly heat, urticaria and pruritus.

USE: Applied directly to the area concerned four or five times a day or as required.

HOW SUPPLIED: In 4-fl. oz. bottle.

FIRST ISSUED: June 1954.

NOBECUTANE

DISTRIBUTOR: Evans Medical Supplies, Ltd., Speke, Liverpool (for A. B. Bofors, Sweden).

DESCRIPTION: A transparent plastic surgical dressing consisting of an acrylic resin dissolved in a mixture of acetic esters.

USE: As an alternative to normal surgical dressings. On application the solvent evaporates to leave a thin elastic, transparent, and adherent dressing.

TECHNIQUE: Apply to form a thin film—approximately 0·25 mil per inch incision.

HOW SUPPLIED: In bottle of 250 mils.

FIRST ISSUED: July 1954.

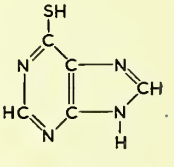
REFERENCES: Rob and Eastcott, *Brit. med. J.*, 1954. **2.** 17. Hogeman and Olow, *Nord. Med.*, 1953. **10.** 362. Ekengren, *Nord. Med.*, 1954. **51.** 854.

PURI-NETHOL

MANUFACTURER: Burroughs Wellcome and Co., 183 Euston Road, London, N.W.1.

DESCRIPTION: Cytostatic agent.

FORMULA: 6-mercaptopurine.



INDICATIONS: Acute leucæmia and chronic myelogenous leucæmia, in which it provides temporary remission, either partial or complete.

DOSAGE: Usual initial dose is approximately 2·5 mgm. per kilo (1 mgm. per lb.) body-weight per day. Dosage is then adjusted according to clinical response.

HOW SUPPLIED: Compressed tablets for oral administration, each containing 50 mgm. in bottle of twenty-five.

FIRST ISSUED: August 1954.

REFERENCES: *J. Amer. chem. Soc.*, 1951. **74.** 411. *Proc. Amer. Ass. Cancer Res.*, 1953. **1.** 13. *Blood*, 1953. **8.** 965. *Lancet*, 1954. **1.** 1062.

BAROSIL

MANUFACTURER: Clay & Abraham (Mnfg.), Ltd., 2 Upper Duke Street, Liverpool, 1.

DESCRIPTION: Barrier cream, buffered to *p*H 8-8·5.

FORMULA: Zinc oxide 5 per cent. in a silicone oil base.

INDICATIONS: Ammonia dermatitis in infants and incontinent patients.

HOW SUPPLIED: In 2-oz. and 16-oz. jars. FIRST ISSUED: September 1954.

REFERENCES: Talbot and others, *J. invest. Derm.*, 1951. **9.** 125. J. B. and E. M. Plein, *J. Amer. pharm. Ass.*, 1954. **42.** 79.

TOLSERAM tablets

MANUFACTURER: E. R. Squibb & Sons, Ltd., 17 Old Bond Street, London, W.1.

DESCRIPTION: Green coloured, uncoated tablets, each containing 0·5 gm. of mephenesin carbamate.

INDICATIONS: Fibrositis and other conditions associated with muscular spasm. Also certain neurological disorders, including anxiety states.

DOSAGE: 2-6 tablets taken three to five times daily after food. An average dose for most conditions is 2 tablets, four times daily, after food.

HOW SUPPLIED: In bottles of twenty-five, 100 and 1,000.

FIRST ISSUED: August 1954.

REFERENCE: *Lancet*, 1954.**2.**333.

COMBIOTIC

MANUFACTURER: Pfizer, Ltd., Folkestone, Kent.

DESCRIPTION: Combined penicillin and dihydrostreptomycin injection.

FORMULA: Each single-dose vial contains: Procaine penicillin G, 300,000 units; potassium penicillin G, 100,000 units; dihydrostreptomycin equivalent to 0·5 gm. base.

INDICATIONS: Treatment of mixed infections, and those which are relatively resistant to penicillin or dihydrostreptomycin alone, but which are sensitive to the two in combination.

DOSAGE: Intramuscular injections, once or twice daily.

HOW SUPPLIED: Silicone-coated vials. FIRST ISSUED: July 1954.

REFERENCES: *New Engl. J. Med.*, 1953. **249.** 932. *Lancet*, 1953. **2.** 1365. *Brit. med. J.*, 1953. **2.** 1379.

PERTENAL

MANUFACTURER: The Crookes Laboratories, Ltd., Gorst Road, Park Royal, London, N.W.10.

DESCRIPTION: Tablets, each containing *Veratrum viride*, 1·25 mgm.; mannityl hexanitrate, 30 mgm.; phenobarbitone, 15 mgm.; homatropine methylbromide, 2·5 mgm.

INDICATION: The control of essential hypertension.

DOSAGE: 1 tablet every four hours, increased if necessary to a maximum of 2 tablets every six hours. When satisfactory control has been obtained, the dose should be reduced to 1 tablet every six or twelve hours. Use with caution in patients with associated anæmia.

HOW SUPPLIED: In bottles of fifty and 500 tablets.

FIRST ISSUED: July 1954.

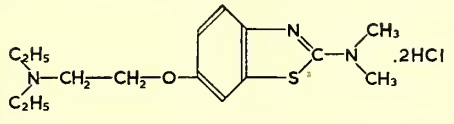
REFERENCES: Craig, *J. Amer. med. Ass.*, 1949. **139.** 1239. Freis and Stanton, *Amer. Heart. J.*, 1948. **36.** 723. Wilkens and others, *J. Amer. med. Ass.*, 1949. **140.** 261.

ASTEROL

MANUFACTURER: Roche Products, Ltd., 15 Manchester Square, London, W.1.

DESCRIPTION: Antifungal compound.

FORMULA: 6-(2-diethylaminoethoxy) - 2 - dimethylaminobenzothiazole dihydrochloride.



INDICATIONS: Fungal infections such as tinea pedis, tinea cruris, tinea corporis, etc.

USE: Ointment for topical application at night, the powder by day.

HOW SUPPLIED: 5 per cent. ointment in tubes of 25 gm., 5 per cent. powder in tins of 30 gm.

FIRST ISSUED: July 1954.

REFERENCES: Grunberg and others, *N.Y. Acad. Sci.*, 1950. **13.** 22. Reiss, *ibid*, 1950. **13.** 28. Stritzler and others, *ibid.*, 1950. **13.** 31.

IRISH DRUG ASSOCIATION

AT the committee meeting of the Irish Drug Association held in September, and the first following the annual meeting, Mr. Denis J. Murphy, Dublin, was elected *President* of the Association for the current year. Mr. F. J. Robinson (managing director, Hayes, Conyngham & Robinson, Ltd.) was elected *Vice-President*, and Mr. T. C. Scott was re-elected *Treasurer*.

A discussion took place on the scheme agreed with the Department of Health for the supply of medicines and surgical dressings by pharmacists and dispensing chemists and druggists, to persons of the lower income group. A number of letters had been received from members questioning various points of the scheme. The committee pointed out that every retail pharmaceutical chemist and dispensing chemist and druggist in the country was entitled to participate in the scheme. Automatically the chemist came into the scheme by dispensing a prescription which had been written on the appropriate health authority form. The prescription should be forwarded to the Association for pricing, and on return of the priced prescription the chemist should submit his account to the local health authority for payment. In addition, members were advised to write to their local health authority offering their services for the supply of medicines where the authority had advertised for members willing to supply medicines in accordance with the agreed State scheme.

In a discussion on matters arising out of the annual meeting, the secretary was directed to consult with the Association's solicitors regarding alterations in the rules on the present method of voting.

Distribution of Veterinary Products

The employment of persons not registered with the Pharmaceutical Society of Ireland in shops selling optical goods, photographic and toilet supplies, etc., and the contrasting wages paid by members to persons undertaking similar work in retail pharmacies was under review. Complaints about the distribution of veterinary products and prices were before the meeting, and a lengthy discussion took place on the alteration of terms of a certain hair cream.

On the question of holding committee meetings at night, instead of in the afternoon, many committee members stated that while such meetings might not suit country members, most of the Dublin members who had not big shops or staffs would welcome such a change. The matter was deferred in order to obtain further views.

The following new members were elected: Kelly's Pharmacy, Main Street, Enniskerry, co. Wicklow; Messrs. C. Moore, M.P.S.I., 8 Duke Street, Athy, co. Kildare; Thos. Murray, M.P.S.I., Irish Street, Ardee, co. Louth; D. O'Leary, M P S.I., 8 Grand Parade, Cork; George Roberts, M.P.S.I., 105 O'Connell Street, Limerick.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, SEPTEMBER 29: There was little price movement in the CRUDE DRUGS market during the week. Aleppy green CARDAMOMS eased somewhat for shipment, but the spot market was bare. Cape ALOES and MENTHOL were both higher in price. There were no forward offers of CAMPHOR while the values of powder and tablets on the spot were fully maintained.

LOBELIA HERB is expected to be considerably dearer during the coming winter because of scarcity of supplies at origin. Following the announcement last week that the domestic price of CASCARA SAGRADA in the United States had been lowered four cents (see *C. & D.*, September 25, p. 335), shippers were inclined to quote 10s. off the cwt. rates but there was little interest shown here and the new level was not tested. Consumers also seemed unwilling to buy Far-Eastern drugs at the present high-price levels. In AROMATIC SEEDS, Cyprian ANISE, CARAWAY and CORIANDER were firm and English MUSTARD was dearer. There was a shortage of Indian DILL on the spot.

In PHARMACEUTICAL CHEMICALS a number of alkaloids are dearer from October 1. They include PHYSOSTIGMINE, ATROPINE, HOMATROPINE and HYOSCINE. Lower prices are now quoted for small lots of DEXTROSE following a reduction in the bulk price a few weeks previously. A manufacturer of VITAMINS has announced certain reductions in ASCORBIC ACID, PYRIDOXIN and ANEURINE HYDROCHLORIDE, with effect from October 11. Demand for liquid BROMINE in this country continues to grow largely as a result of the requirements of the petroleum industry. Whereas production has been stepped up, it is thought in some quarters that the present narrow margin will be insufficient should the petroleum industry increase its demands further. Former exporting countries like France and Germany are similarly placed and little can be obtained now from those countries. Whilst supplies of BROMIDES for the home market have not been affected and at present there need be no concern, it is understood that larger orders for export may be subject to some delay or curtailment unless supplies of bromine improve.

In the ESSENTIAL OILS market, Chinese ANISE and PEPPERMINT were dearer by sixpence per lb. LEMON-GRASS was on offer again on the spot, the price quoted being 15s. 6d. per lb. CITRONELLA was lower with forward prices of Ceylon down by about 2s.

Pharmaceutical Chemicals

ANEURINE HYDROCHLORIDE.—Lower from October 11 at £40 per kilo for 1-kilo lots.

ASCORBIC ACID. — Lower from October 11 at £7 per kilo.

ATROPINE.—Dearer. Rates (per oz.) for 16-oz. lots are: ALKALOID, 30s. 9d.; SULPHATE, 25s. 9d.; METHYLBROMIDE, 31s. 9d.; METHYLNITRATE, 36s. 9d. The price for 1-oz. lots is 6d. per oz. more than the 16-oz. rates.

CHLOROFORM.—1-cwt. lots in winchesters are 3s. 6d. per lb.; 56-lb., 3s. 6½d. In drums, prices are 3s. 4d. and 3s. 4½d.

DEXTROSE. — Rates are as follows:—MONOHYDRATE, B.P., 1-lb., 1s. 11½d.; 7-lb., 11s. 10d.; 28-lb., 43s.; free packages, less 12½ per cent. to wholesalers. In bulk, 1-ton lots, £90 ex works. ANHYDROUS, B.P., 7-lb., 14s.; 14-lb., 26s. 3d.; 28-lb., 49s. (terms as for monohydrate). 1-ton lots, £107 10s.

EMETINE.—Price for 32-oz. lots of the HYDROCHLORIDE is 250s. per oz. The BISMUTH IODIDE is 125s. per oz.

HOMATROPINE.—Dearer. Current rates (per oz.) for 16-oz. lots are now: ALKALOID, 56s. 9d.; HYDROBROMIDE, 39s. 3d.; HYDROCHLORIDE, 43s. 2d.; METHYLBROMIDE, 48s. 9d. 1-oz. rates are about 6d. per oz. higher in all cases.

HYOSCINE HYDROBROMIDE.—1-oz. lots are 74s. 3d.; 4-oz., 74s. and 16-oz., 73s. 9d., per oz.

IODIDES. — The current quotations are given below:—

IODIDE	per lb.	Quantity
	s. d.	
AMMONIUM	19 6	28 lb.
ARSENIC TRI-	45 0	28 lb.
CADMIUM	20 6	28 lb.
CALCIUM (PLATES) ...	20 9	7 lb.
ETHYL	25 0	28 lb.
IRON	22 0	7 lb.
LEAD	21 0	7 lb.
LITHIUM	26 6	28 lb.
POTASSIUM	11 10	1 cwt.
SODIUM	14 7	1 cwt.
STRONTIUM	21 0	28 lb.
ZINC	26 3	7 lb.

ISOPRENALINE SULPHATE. — B.P.C. is 2s. 4d. per gm. for 100-gm. lots.

LACTOSE.—English, in 1-ton lots packed in 1-cwt. paper-lined sacks, is £137 per ton, delivered in the United Kingdom.

LEAD ACETATE.—B.P. crystals are 180s. per cwt., and technical, 160s.

LITHIUM SALTS. — Current minimum rates (5-cwt.) are as follows:—BENZOATE, 11s. per lb.; CARBONATE, B.P.C., 11s. 3d.; CHLORIDE (commercial), 10s. 9d. to 11s.; HYDROXIDE, 10s. 6d.; CITRATE, B.P.C., 9s.; SULPHATE, 8s. 6d.; SALICYLATE, 9s. 9d. (10-cwt.), delivered.

MAGNESIUM CARBONATE.—Minimum bulk rate for LIGHT is 121s. per cwt.; HEAVY is 150s. per cwt. for 5-cwt. lots and 124s. per cwt. for 1-ton lots.

MAGNESIUM HYDROXIDE.—Makers' prices for B.P.C., are: 1-cwt. lots, 3s. 5d. per lb. and 1-ton, 3s. 2d. per lb.

OPIATES.—Home trade rates for 4-oz. up to 7-oz. lots including container (non-returnable) are as follows:—CODEINE.—alkaloid, hydrobromide, iodide, 58s. 6d. per oz. (2,063s. per kilo); hydrochloride, sulphate, 51s. 3d. (1,808s.); phosphate, 44s. 9d. (1,578s.). DIAMORPHINE.—Alkaloid, 60s. 3d. per oz. (2,125s. per kilo); hydrochloride, 54s. 9d. (1,931s.). ETHYLMORPHINE.—Alkaloid, 63s. per oz. (2,222s. per kilo); hydrochloride, 53s. 9d. (1,896s.). MORPHINE. — Alkaloid, bimeconate, tartrate, 60s. 6d. per oz. (2,134s. per kilo); acetate, hydrochloride, sulphate, hydrobromide, 50s. 3d. (1,773s.).

PAPAVERINE.—Synthetic HYDROCHLORIDE is offered at 330s. per kilo, and ALKALOID at 420s.

PARALDEHYDE.—Carboy lots of pharmaceutical grade are 1s. 10½d. per lb.

PHYSOSTIGMINE. — Dearer. New rates per oz. are:—

	1 oz.	4 oz.	16 oz.
	s. d.	s. d.	s. d.
ALKALOID ...	207 0	202 0	195 0
SALICYLATE ...	163 6	158 6	152 6
SULPHATE ...	185 0	180 0	173 0

PYRIDOXIN. — Lower. Manufacturer's rate is now £170 per kilo.

SALICYLAMIDE. — Price (per lb.) for 1-cwt. lots is 8s. 6d.

STEARATES.—Prices for minimum 1-ton lots are now as follows:—ALUMINIUM (all grades), £239 10s. per ton; CALCIUM (precipitated), £217 10s.; LEAD (30 per cent.), £222; LITHIUM, ordinary quality, £456 10s.; MAGNESIUM (standard), £238 10s. and (superfine), £266 10s.; ZINC, B.P., £268 10s. and standard, £240 10s.

SULPHATHIAZOLE. — Price (per lb.) for 1-cwt. lots is 21s. 9d.

TEREBENE. — For 1-carboy lots, 4s. 2d. per lb. is asked. In winchesters, prices are from 4s. 3½d. to 5s. 2d. per lb.

TEREBINTH.—B.P. is 2s. 3d. per lb.

THEOBROMINE.—Scarce. ALKALOID is now about 35s. per lb. and the SODIUM SALICYLATE, 21s. 6d. for 1-cwt. lots.

THEOPHYLLINE.—Scarce. 1-cwt. lots of ALKALOID are nominal at 29s. per lb. and AMINOPHYLLINE at 28s.

ZINC CHLORIDE. — B.P.C., cake from 4s. 6d. to 4s. 10d. per lb.; sticks from 5s. 10d. to 6s. 2d. per lb. TECHNICAL, 135s. per cwt.

ZINC OXIDE. — Present rates (in force since June 16) for B.P. quality are: 2-ton lots, £120 per ton; 1-ton, £121; 5-cwt., £123; under 5-cwt., £130.

Crude Drugs

ACONITE. — Spanish napellus is 3s. 6d. per lb., duty paid, ex wharf.

ALOES.—Small quantities of prime Cape on the spot are 237s. 6d. per cwt.; shipment varies between 225s. and 230s., c.i.f., nominal. Curaçao is 305s. on the spot and 290s., c.i.f., for shipment.

ANTIMONY. — English 99·6 per cent., £222 10s.; 99 per cent., £210 per ton.

ARECA NUTS. — Quotations are about 45s. per cwt. for Ceylon material on the spot. Shipment, 42s. 6d., c.i.f.

BALSAMS.—Quotations (per lb.) are:—*Canada:* 20s., spot. *Copaiba,* B.P., 11s. 6d. *Peru* is 9s. 9d., in bond. *Tolu* (genuine as imported), 26s. 6d. spot and 26s., c.i.f.

BUCHU. — Scarce. No shipment offers. A small parcel of new crop on the spot is offered at 5s. 6d. per lb.

CAMPHOR.—Spot: ¼ oz. Tablets, 7s. per lb., duty paid; powder B.P., 5s. 9d., duty paid. No shipment offers.

CAPSICUMS.—East African on stalk are 160s. per cwt., spot. Abyssinian, off stalk, 205s., spot, duty paid.

CARDAMOMS.—Aleppy greens are cleared on the spot. October shipment offers are easier at 12s. per lb., c.i.f.

CASCARA SAGRADA. — Quiet. American new-crop peel for shipment is quoted at 220s. per cwt., c.i.f., London.

CHILLIES. — Mombassa. Spot cleared; shipment 320s. per cwt., c.i.f.

CLOVES.—Zanzibar on the spot are now quoted at 5s. 2d. per lb.; October-November shipment, 3s. 7½d., c.i.f.

ERGOT. — For shipment Portuguese is 16s. 6d. per lb., c.i.f., and Polish, 7s. 6d., c.i.f. Hungarian on the spot is about 15s.

GALANGAL.—Root is quoted at 75s. per cwt., c.i.f., for shipment, and spot, 80s. to 85s.

GENTIAN. — French natural on spot is quoted at 105s. per cwt.

GINGER.—African is firm on the spot at 235s. per cwt. with shipment offers at 230s., c.i.f. Jamaican No. 3 is offered at 250s. on the spot.

GUM ACACIA. — Kordofan cleaned sorts on the spot are quoted at 144s. per cwt.; October shipment, 136s., c.i.f.

HENNA.—Indian is 105s. and Egyptian, 130s. to 140s. per cwt. on the spot.

HONEY.—Quiet. Australian light-amber is offered on the spot at from 95s. to 105s. per cwt. and medium-amber, 90s. to 95s. Argentine is in short supply at from 115s. to 117s. Jamaican, from 120s. to 130s.

HYDRASTIS.—Root is 18s. per lb., on the spot.

IPECACUANHA.—Steady. Nominal shipment values (per lb.., c.i.f.): Nicaraguan, 63s.; Colombian, 60s.; Matto Grosso, 57s. Spot Colombian, 62s. 6d.

KARAYA. — No. 1 gum on the spot is quoted at 265s. per cwt., and 235s. for shipment, and No. 2 at 175s. and 160s., c.i.f.

KOLA NUT. — African halves are available on the spot at 5¼d. per lb.

LANOLIN. — In 1-ton lots the price of ANHYDROUS, B.P., is about 200s. per cwt. and HYDROUS, B.P., 145s.

LIQUORICE.—Natural whole root, spot: Anatolian, 60s. per cwt.; Russian, 40s.; Syrian, 35s.; Persian, 37s. 6d. Block juice quotations are 220s. per cwt. on the spot. Italian stick from 310s. to 475s. per cwt., duty paid.

LOBELIA.—Herb is nominal at 5s. per lb. on the spot.

MACE. — West Indian pale blade is 9s. per lb.; for shipment, 7s. 10d.

MENTHOL. — Chinese again dearer at 35s. 3d. per lb., duty paid; afloat, 33s., c.i.f.; no shipment offers.

MERCURY. — Nominal spot value is £105 per flask of 76-lb. ex-warehouse.

MYRRH.—Aden selected sorts are about £14 10s. per cwt. on the spot. Siftings are from £7.

NUTMEGS. — West Indian 80's quoted at 2s. 10d. per lb. on the spot and 2s. 7d. c.i.f., for shipment.

ORANGE PEEL.—Bitter quarters are offered at 1s. 9d. per lb., landed.

PAPAIN.—Spot value for East African grade one is 18s. per lb.

PEPPER. — Steady. White Sarawak is 4s. 9d. per lb., spot, with afloat parcels quoted at 4s. 6d., c.i.f. Black Sarawak is 3s. 9d. spot; afloat 3s. 4d. to 3s. 5½d., c.i.f. Black Malabar, 610s. per cwt. with September shipment quoted at 525s., c.i.f.

PIMENTO.—New-crop price fixed at 250s. per cwt., f.o.b. Jamaica. Nominal spot price is 7s. 3d. per lb.

PODOPHYLLUM. — *Peltatum* is 336s. per cwt. on the spot. *Emodi* is 160s.

QUASSIA. — Spot quotations for chips are about 45s.

RAUWOLFIA SERPENTINA.—Price is 12s. 6d. per lb. on the spot.

RHUBARB.—Spot offers include a parcel of Chinese rough round 80 per cent. pinky at 9s. per lb.

SANDARAC.—Morocco is 12s. 9d. per lb. on the spot.

SARSAPARILLA.—Jamaican native red on the spot is scarce at 3s. per lb. while shipment offers are difficult to obtain; nominal value, 2s. 7d., c.i.f.

SASSAFRAS BARK.—Select round offered at 6s. 3d. and natural at 4s. 3d. per lb., landed terms.

SEEDS. — (Per cwt.). ANISE. — Firm. Cyprian is 185s. spot nominal. CARAWAY. — Firm. Dutch, 155s. duty paid. CELERY.—Indian is in poor demand with sellers quoting 160s., spot. CORIANDER.—Firm. Spot Morocco, nominal 75s., duty paid and Danubian or Rumanian offering at 65s., duty paid (60s., in bond). Shipment, Morocco, 70s., c.i.f., London. CUMIN. — Steady. Spot, Cyprian, 125s.; morocco, 127s. 6d., duty paid. Shipment, Cyprian, unchanged at 112s. 6d., c.i.f.; Morocco, 100s., c.i.f. DILL. — Indian scarce on spot at 85s., nominal. FENNEL.—Sellers of Indian quoting 85s., spot. FENUGREEK.—Morocco on spot is 50s., duty paid. MUSTARD.—English is dearer at 80s. to 92s. 6d. according to quality.

SENEGA.—Firm. Nominal values spot 23s. 6d. per lb.; shipment, 22s.

SERPENTARIA. — Root is offered at 37s. per lb. on the spot.

SLIPPERY ELM BARK.—Grinding quality is 3s. per lb., landed.

STYRAX.—Spot is 5s. 7d. per lb., duty paid.

TAMARINDS.—Supplies of West Indian are offered at 50s. per cwt., duty paid.

TONKA BEANS.—Frosted Para on the spot are offered at 6s. per lb.

TRAGACANTH.—No. 1 ribbon on the spot is £107 10s. per cwt.; No. 2, £87 10s.; No. 3, £67 10s.

TURMERIC.—Madras finger has sold on the spot at 165s. per cwt.

VALERIAN.—Indian is 145s. per cwt. on the spot and from 130s. to 145s., c.i.f. Belgian, 185s., spot.

VANILLIN. — Rates (per lb.) are:— 5-cwt. lots, 30s.; 1-cwt., 30s. 3d.; 56-lb., 30s. 6d.; smaller quantities, 30s. 9d.

WITCH HAZEL.—Leaves on the spot are about 1s. 9d. per lb.

Essential and Expressed Oils

ANISE. — Spot supplies are dearer at 16s. 6d. per lb., with afloat quoted at 16s. 3d., c.i.f. No shipment offers.

BAY.—West Indian is 11s. per lb. on the spot.

CARAWAY. — English-distilled is offered at 45s.; imported oil at from 19s. to 32s. per lb..

CARDAMOM.—Price per lb. is from 370s. for English-distilled and 295s. for imported.

CHENOPODIUM.—1-cwt. lots are 49s. per lb.

CITRONELLA. — Prices (per lb.) include Ceylon at 9s. 6d. on the spot and 8s., c.i.f., October-November shipment; Formosan, 10s. 9d., c.i.f. October-November and afloat, 11s., c.i.f.

COD-LIVER.—B.P. is 11s. 6d. per gall. in charged returnable drums. Veterinary is from 9s. 6d. per gall.

CORIANDER.—Russian-seed oil is offered at from 100s. per lb.

LAVENDER. — 38-40 per cent. linalol on the spot is from 32s. 6d. per lb.

LAVENDER SPIKE. — Spanish is about 12s. per lb.

LEMONGRASS. — Spot offers are in the region of 15s. 6d. per lb.; October-November shipment, 14s. 6d.

PEPPERMINT. — *Arvensis* : Chinese is 27s. 6d. per lb., spot and 27s., c.i.f. Italian "Mitcham" type oil is from 48s. 6d. per lb. on the spot.

ROSEMARY. — Spanish oil on the spot is about 5s. 6d. per lb., duty paid, for B.P. quality.

RUE.—Spot offers are from 12s. 6d. per lb.

SANDALWOOD.—Mysore is from 65s. per lb. as to quantity; East Indian, 62s. 6d.

SAGE.—Spanish is offered at from 9s. per lb. and Dalmatian at 50s., duty paid.

UNITED STATES REPORT

NEW YORK, SEPTEMBER 28: Lower per kilo were ASCORBIC ACID at $16·00 (down $5); ANEURINE HYDROCHLORIDE at $100·00 ($35); and SODIUM ASCORBATE at $16·00 ($5). Higher per lb. were LIGHT MAGNESIUM CARBONATE at 14 cents (up three cents)); HEAVY MAGNESIUM CARBONATE at 21 cents (three cents); and HEAVY MAGNESIUM OXIDE at 39 cents (three cents).

Among BOTANICALS, LOBELIA HERB was 45 cents higher at $1·25 per lb. and WHITE SQUILL up seven cents to 17 cents per lb. Lower was IPECACUANHA for resale at $7·50 (50 cents). Higher per lb. among ESSENTIAL OILS were Dalmatian SAGE at $5·75 (up 25 cents); CEDAR-LEAF, $2·45 (20 cents); and Spanish ROSEMARY, 75 cents (15 cents).

WORLD TRADE

U.S. Plant for Holland.—Merck & Co., Inc., New Jersey, are to establish a factory in the Netherlands. The new plant will be staffed with Netherlands personnel, and may be in operation before the end of this year although no details have been given as to its site.

Italian DDT Plant for Persia.—The Italian chemical firm of Montecatini is to supply Persia with a plant for the production of DDT. Persia is to pay for the plant (which is estimated to cost $13 millions) with shipments of crude oil.

Italian Mercury Exports.—Italy exported 1,582 tons of mercury in the first seven months of 1954—a new record—according to figures issued by the Central Institute of Statistics. Exports during the corresponding period in 1953 amounted to only 565 tons.

First Spanish Streptomycin Plant. — Spain's first streptomycin plant was formerly opened at Aranjuez on September 25 in the presence of Professor S. A. Waksman, discoverer of the drug. Built by the Compania Espanola de Penicilina in collaboration with Merck & Co., Inc., New Jersey, the new factory will produce sufficient streptomycin to meet the whole of Spain's requirements. Details of output were not disclosed.

Higher Dutch Chemical Exports. — The Association of the Netherlands Chemical Industry states in its 1953 report that the volume of exports of chemical products in that year totalled 1,718,815 tons, valued at fl. 685·1 millions, an amount which represented 8½ per cent. of total Netherlands exports. As the following figures show, since 1951 the value of exports has exceeded that of imports:

	Million fl.	
	Imports	Exports
1938	120·6	89·9
1949	469·8	375·5
1950	654·4	494·5
1951	697·0	712·0
1952	560·0	660·9
1953	629·3	685·1

Of the 1953 exports, fl. 372·4 millions went to European markets, fl. 137·7 millions to Asia, fl. 120·3 millions to America and fl. 32·1 millions to Africa.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, October 4

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY, lower hall, Reform club, Victoria Street, Nottingham, at 7.30 p.m. Miss M. H. Myers on "Plant Growth Regulating Substances (Plant Hormones)."

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Whim tea lounge, 258 High Street, Beckenham, at 8 p.m. Professor W. H. Linnell on "Adventures in Pharmaceutical Research."

Tuesday, October 5

BIRMINGHAM PHARMACEUTICAL ASSOCIATION and BRANCH, Imperial Hotel, Birmingham, at 8 p.m. Film show "Photography and the Pharmacist," by Mr. G. A. T. Marlow (Kodak, Ltd.).

HARROGATE BRANCH, PHARMACEUTICAL SOCIETY, Fullers café, Parliament Street, Harrogate, at 7.30 p.m. Meeting and film show.

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, Grand Hotel, Hanley, at 7.30 p.m. Miss Torry (Goya, Ltd.) on "Perfume Raw Materials."

NORWICH BRANCH, PHARMACEUTICAL SOCIETY, Assembly House, Theatre Street, Norwich, at 7.30 p.m. National Pharmaceutical Union meeting. Film and talk on "Counting the Cost," by Mr. G. H. M. Graham.

SOUTH-EAST LONDON CHEMISTS' ASSOCIATION and BRANCH, New Cross Inn, 323 New Cross Road, London, S.E.14, at 8 p.m. Mr. Linton Pryor on "Display Possibilities for the Pharmacist."

SUNDERLAND BRANCH, PHARMACEUTICAL SOCIETY, museum room, Sunderland Technical College, at 7.30 p.m. Film show.

Wednesday, October 6

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Bush House Restaurant, Aldwych, London, W.C.2, at 6.30 for 7 p.m. Dinner and dance.

HOUNSLOW and THAMES VALLEY BRANCHES, PHARMACEUTICAL SOCIETY, Red Lion Hotel, Hounslow, at 7.30 for 8 p.m. Joint supper with South-west Middlesex Division of British Medical Association. Discussion on National Health Service.

READING BRANCH, PHARMACEUTICAL SOCIETY, Olympia Ballroom, Reading, at 8 p.m. Dance.

SOCIETY FOR ANALYTICAL CHEMISTRY, meeting room, Royal Society, Burlington House, Piccadilly, London, W.1, at 6.45 p.m. Meeting for reading of original papers.

SOCIETY OF CHEMICAL INDUSTRY, lecture theatre, Chemical Society, Burlington House, Piccadilly, London, W.1, at 6.30 p.m. Paper on "The Influence of Micro-organisms on the Corrosion of Metals."

SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY, Cuddington golf club at 2 p.m. Stableford competition for president's prize.

TEES-SIDE BRANCH, PHARMACEUTICAL SOCIETY, Vane Arms Hotel, High Street, Stockton-on-Tees, at 7.45 p.m. Miss W. Fosh (Ilford, Ltd.) on "The Ilford Colour System."

WEMBLEY AND WEST MIDDLESEX CHEMISTS' ASSOCIATIONS, Oldfield Hotel, Greenford Road, Greenford, at 6.30 for 7 p.m. Dinner and dance.

Thursday, October 7

EPSOM AND SUTTON BRANCH, PHARMACEUTICAL SOCIETY, Spread Eagle Hotel, Epsom, at 7.45 p.m. Mr. E. A. G. Cook (Eli Lilly & Co., Ltd.) on "Erythromycin."

ROYAL INSTITUTE OF CHEMISTRY, South-east Essex Technical College, Longbridge Road, Dagenham, Essex, at 6.30 for 7 p.m. Dr. T. S. G. Jones on "Chromatography: Theory and Some Applications."

Friday, October 8

HULL CHEMISTS' ASSOCIATION and BRANCH, assembly room, Young People's Institute, George Street, Hull, at 8 p.m. Mr. C. L. Clarke (Kodak, Ltd.) on "The Wonderland of Photography."

Saturday, October 9

ROYAL PHOTOGRAPHIC SOCIETY, 16 Princes Gate, London, S.W.7. Exhibition, open until November 6.

Advance Information

SUNDERLAND BRANCH, PHARMACEUTICAL SOCIETY, is holding a dinner and dance on October 13. Ticket (15s. 6d.) from Mr. J. F. B. Moore, 18 Nelson Avenue, South Shields.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," September 22

For chemical products for use in industry (1)

VIGAFORM, 732,146, VIGACET, 732,150, VIGAMEL, 732,152, by the British Oxygen Co., Ltd., London, S.W.1.

For non-medicated toilet preparations (3)

AIDA, 706,620, device of Cologne cathedral and river with the wording FERD. MULHENS-COLOGNE in a frame, 706,621, TALISMAN, 716,226, device of a star surrounded by the words Etoile de Cologne, Stella di Colonia, Ster van Keulen, Stern von Koln, Estrella de Colonia, Star of Cologne, 706,623, COLOGNETTE, B708,268, FRISCOOL, 722,720, by Eau de Cologne und Parfumerie Fabrik Glockengasse No. 4711, Genenuber der Pferdepost von Ferd. Mulhens, Cologne-on-Rhine, Germany.

For pharmaceutical preparations for use in the treatment of gastric disorders, headache, neuralgia and rheumatism (5)

VANESE, 729,988, by Ventin & Odone Medicinal Products, Ltd., London, N.10.

For pharmaceutical and veterinary preparations, and sanitary substances (5)

Device of man sitting on broken chair, with the wording Bad Chair ?, 723,362, by Dr. Werner Janssen, Bonn, Germany.

For combs for the hair incorporating blocks of hair-tinting or hair-dyeing substances (21)

COLOCOM, 730,885, by Eric C. Cleaver, Ltd., Nottingham.

C. & D. WEEKLY LIST OF PRICES

A=Advanced; R=Reduced; I.R.P.=Inclusive Retail Price; *=Tax 25 per cent.; †=Tax 75 per cent.

DALMAS, LTD. (from October 1)

		Doz.	I.R.P.
Nu-San aminacrine gauze with mercury	5	7 6	*A*
	10	11 6	*A*

HOUGH, HOSEASON & CO., LTD. (from October 1)

		Doz.	
Adrastol tablets	25	20 8	*A*
	100	56 8	*A*
		Each	
	500	22 4	*A*
	1,000	42 8	*A*
		Doz.	
Amphogel	8 fl. oz.	25 0	*A*
	16 fl. oz.	40 4	*A*
		Each	
	80 fl. oz.	16 0	*A*
		Doz.	
Arthritone tablets	100	49 7	*A*
		Each	
	500	19 6	*A*
	1,000	38 0	*A*
		Doz.	
capsules	50	33 7	*A*
		Each	
	250	12 6	*A*
		Doz.	
massage cream	2 oz.	26 10	*A*
	4 oz.	49 7	*A*
Bismagal	8 fl. oz.	33 0	*A*
		Each	
	80 fl. oz.	21 6	*A*
		Doz.	
Formulac*	16 oz.	51 4	*A*
Glucovite	8 fl. oz.	36 0	*A*
		Each	
	80 fl. oz.	22 10	*A*
		Doz.	
Hexophene soap*		11 6	*A*
Infantussin*	4 fl. oz.	24 0	*A*
		Each	
	40 fl. oz.	15 10	*A*
	80 fl. oz.	29 0	*A*
		Doz.	
Lecitone	8 fl. oz.	32 0	*A*
		Each	
	80 fl. oz.	23 6	*A*
		Doz.	
Nalgin*	35-gm. tube	26 0	*A*
Pentasprin soluble aspirin tablets (N.F.)	100	24 0	*A*
		Each	
	500	8 0	*A*
	1,000	15 0	*A*
strip pack	200	4 11	*A*
		Doz.	
Quinogen tablets	25	24 0	*A*
	100	62 0	*A*
		Each	
	250	12 10	*A*
	500	24 6	*A*
		Doz.	
Somnoral tablets	25	24 5	*A*
	100	71 4	*A*
		Each	
	500	28 10	*A*
	1,000	55 6	*A*
		Doz.	
Somnoral elixir	2 fl. oz.	36 0	*A*
	4 fl. oz.	63 4	*A*
		Each	
	8 fl. oz.	14 6	*A*
		Doz.	
Terpoin	4 fl. oz.	46 0	*A*
	8 fl. oz.	84 0	*A*
		Each	
	80 fl. oz.	61 0	*A*

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD. (from September 27)

Planocaine K	50 c.c.	4 0	*A*

ST. ANDREW MILLS, LTD. (Wholesale from October 1; retail from November 1)

		Doz.		
Camelia soluble sanitary towels	standard size	16 10	1 9	*R*
	pack of 6	8 5	10½	*R*
	size 1	19 2	2 0	*R*
	size 2	21 7	2 3	*R*

UPJOHN OF ENGLAND, LTD. (from September 23)

Cortef acetate ointment			
1 per cent.	5-gm.	5 4	*R*
2·5 per cent.	5-gm.	12 0	*R*

P.A.T.A. PROTECTED LIST

(Prices notified this week by the Proprietary Articles Trade Association.)

FERRIS & CO., LTD. (addition)

		Doz.	
Nigroids*		6 0	9½

OSBORNE GARRETT & CO., LTD.

Sheen†	13 4	2 6	*R*

DELETIONS FROM PROTECTED LIST

G. T. CONGREVE, LTD.

Congreve's balsamic elixir 1 oz. (discontinued)

WESTMINSTER LABORATORIES, LTD.

Magsilate

NEW PRODUCTS AND PACKS

BARCLAY & SONS, LTD.

		Each	
Rally dry shaver*		31 0	49 6
Spare blades*	5	1 6½	2 9

BURROUGHS WELLCOME & CO.

Polyfax ointment	20 gm.	10 6
ophthalmic	4 gm.	3 6

GLAXO LABORATORIES, LTD.

Crystapen sugar-coated oral tablets, 200,000 units	12	3 6	5 3
	100	24 0	36 0
	500	116 0	174 0
400,000 units	12	6 4	9 6
	100	46 8	70 0
	500	230 0	345 0

IMPERIAL CHEMICAL (PHARMACEUTICALS), LTD.

Savlon cream	2 6

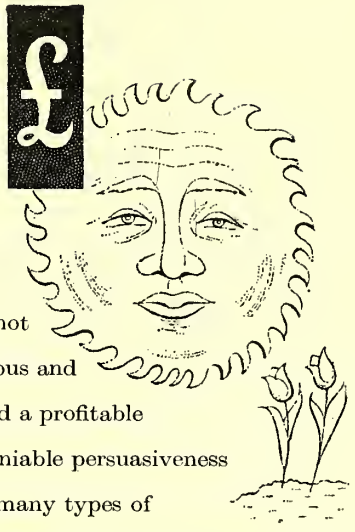
PAUL GAY DIVISION OF GENATOSAN, LTD.

Andy Pandy soap	3 4

RIKER LABORATORIES, LTD.

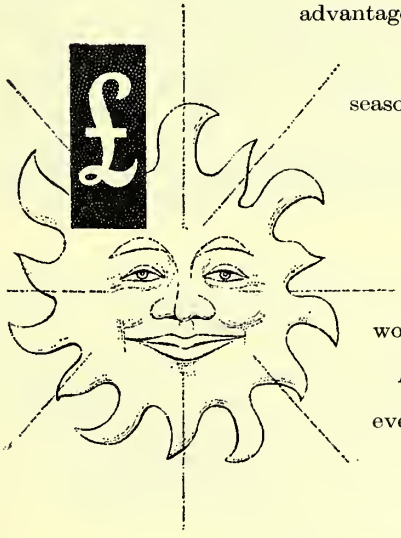
Calcium disodium Versenate* ampoules 0·2 gm. in 5 c.c.	6	49 0





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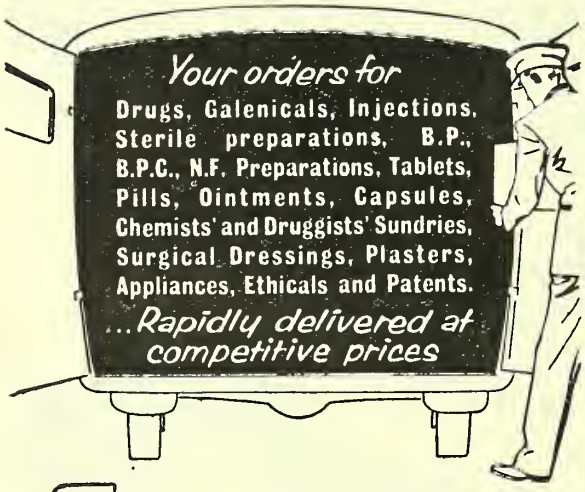
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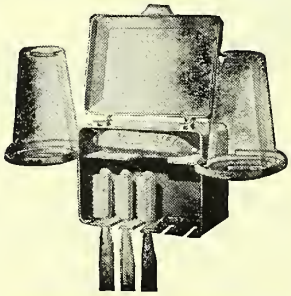
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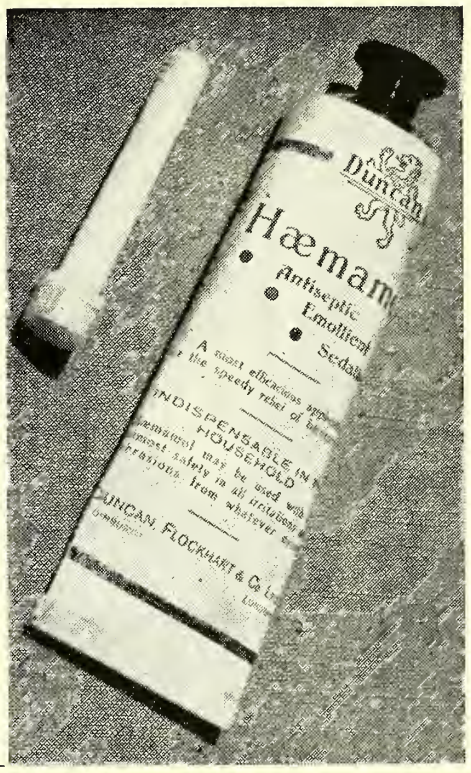
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Easily applied, it gives prompt relief in hæmorrhoids, abrasions and skin irritations. A rectal nozzle is supplied with each tube for the treatment of Internal Hæmorrhoids.

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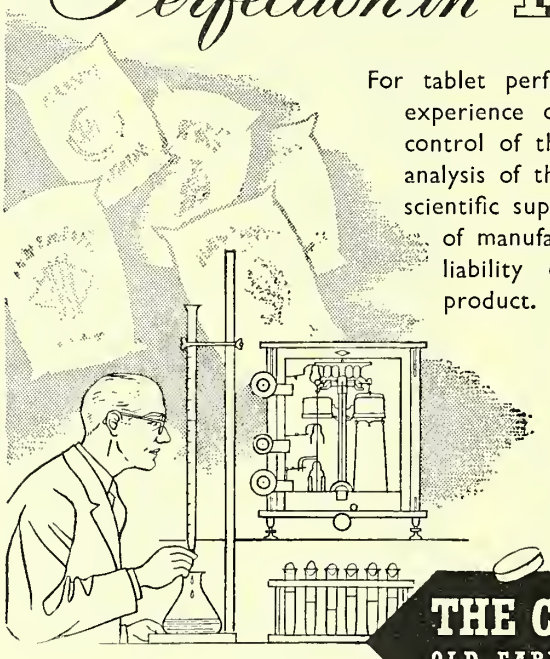
The public likes something reliable, something with dependable high quality. A faithful following is the public's response to trustworthy products that give real satisfaction. Such is the popularity of

CUTICURA SOAP
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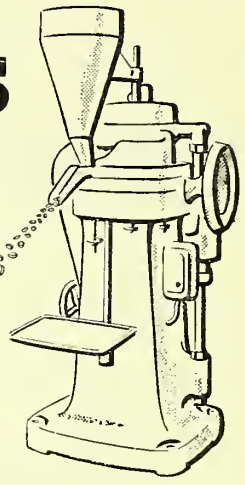
There is a growing circle of discriminating people who appreciate high quality and insist on these soothing, protective, fragrant, mildly medicated Preparations, for care of the skin. Just display one each of these eye-catching firm family favourites in your attractive window, and make sure this steady all-the-year-round business comes your way.

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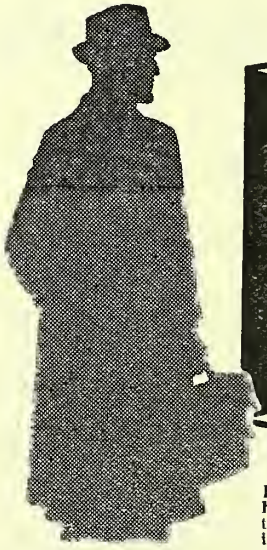
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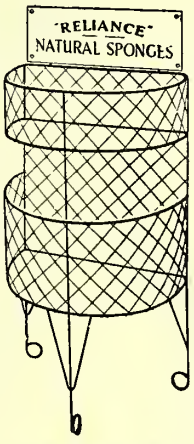


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FREE TO STOCKISTS
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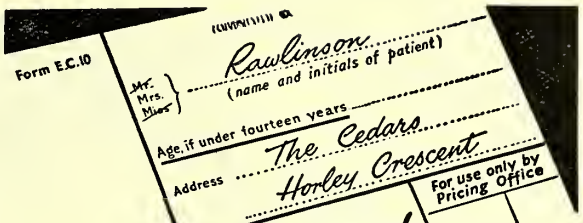
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Speedy Relief from Pain !

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Incorporating the latest scientific developments, this attractive model is ideally constructed for heavy duty professional use. Supplied with one G.E.S. Long Wave Infra Red burner, 600 watt or one G.E.S. Mixed Wave Radiant Heat burner. 750 watt, and instructions.

List Price **£10 . 15 . 6** Tax Free

Spare Burners **35**/- each

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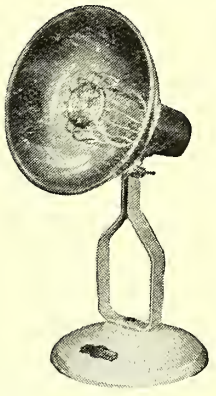
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This attractively finished model is finished in Ivory and Eau de-Nil. Reflector dia. 9½". Height 16". Burner No. 2 L.W. 250 Watt or No. 2 M.W. 400 Watt. Supplied complete with Treatment Instructions.

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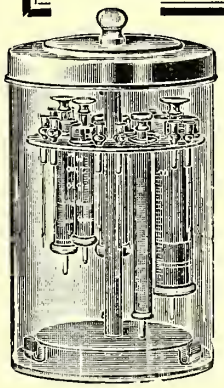
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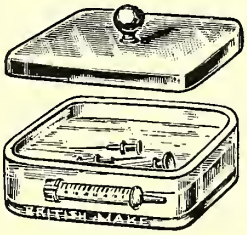
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SURGICAL INSTRUMENT MANUFACTURERS



Syringe Steriliser with Extending Rack

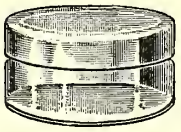
WHOLESALE AND EXPORT



Syringe Steriliser Tray



Ligature Winder



Glass Needle Box

A. SEARLE & CO.

SERLANCO HOUSE, 245 ST. JOHN STREET, CLERKENWELL, LONDON, E.C.1

Telephones: Terminus 1617, 1618 *Telegrams :* "Serlsurg, Smith, London" *Cables:* A.B.C. and Bentleys

THE MODERN TREATMENT
SHAMPOO
FOR THE HAIR
AND SCALP



NUCTA OIL

THE SOAPLESS OIL SHAMPOO

AVAILABLE FOR COUNTER SALE

In 4 oz. size selling at **2/9½**
(**19/-** per doz. plus tax)

In 8 oz. size selling at **4/4**
(**29/8** per doz. plus tax)

ALSO FULL RANGE OF
TOILET SPECIALTIES
VIOLET OIL, HAND LOTION,
AFTER SHAVING LOTION, ETC.

Obtainab'e from your usual wholesaler

Manufactured by :

STEWART, GOODALL & DUNLOP LTD.

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- The pollination period of wild flowers and grasses is particularly dangerous to sufferers of :—



HAY ASTHMA
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NASAL OINTMENT

AFFORDS COMPLETE RELIEF

SUPPLIED IN 5, 10 AND 30 GRAM TUBES

• RIDDELL PRODUCTS LTD •

TELEPHONES : **PIONEERS OF INHALATION THERAPY** *BIS. 0843-4-5*

Riddell House, 10-14, Dunbridge Street, London, E.2

—AND—

11 MANSFIELD CHAMBERS, ST. ANN'S SQUARE, MANCHESTER, 2 *TEL : BLACKFRIARS 2894*

CAMELIA IS AN ANDREX PRODUCT



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towels

Price Reduction

FROM OCTOBER 1st

NEW PRICES

Standard size.....Trade 16/10 doz. pkts. * Retail 1/9 a pkt.

Standard size (6 in pack) Trade 8/5 doz. pkts. * Retail 10½d. a pkt.

Size 1.....Trade 19/2 doz. pkts. * Retail 2/- a pkt.

Size 2.....Trade 21/7 doz. pkts. * Retail 2/3 a pkt.



Trade Price Reduction Effective October 1st.

Retail Price Reduction Effective from November 1st.

RE-ORDER NOW

through your usual wholesaler

ST. ANDREW MILLS LTD · LONDON, E.17.

G&G



Our cable address is evidence of the firm's close association with the manufacture of bismuth salts—an association that has persisted for over 50 years. Bismuths are still in regular demand for pharmaceutical purposes, and today the reputation of the **M&B** products stands second to none in this field.

Supplies of the following and other salts are readily available for prompt despatch. Further information will be gladly given on request.

Bismuth Carbonate B.P. · **Bismuth Salicylate** B.P. · **Bismuth Subgallate** B.P.
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brand

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nothing casual about the way Suba-Seal helps you to sell Hot Water Bottles

NATIONALLY

Look at the great number of national magazines whose readers will see the Suba-Seal advertisement—your customers, in your town, among them.

ON THE COUNTER

We'll supply you with a beautiful full-colour show-card and display discs to influence customers at the point-of-sale.

25,000,000 women will see this advertisement during October, November and December in

- WOMAN
- HOME CHAT
- ILLUSTRATED
- MOTHER
- TV MIRROR
- WOMAN'S OWN
- MY HOME
- PICTURE POST
- JOHN BULL
- WOMAN & HOME
- WOMAN'S ILLUSTRATED
- WOMAN'S WEEKLY

1 in 5 of all Hot Water Bottles sold in Great Britain is a SUBA-SEAL

Thanks to You-the Public-increased production lowers the selling prices. You can buy today 'Suba-Seal'-the world's best Hot Water Bottles from 6'11



FROM CHEMISTS & STORES
WILLIAM FREEMAN & CO., LTD., BARNSLEY, YORKS.

P.A.T.A

Be ready and well stocked with a full range of SUBA-SEAL hot water bottles that bring MORE sales and MORE profit, because they are the best known name with the biggest sales!

Write to

WILLIAM FREEMAN & COMPANY LIMITED

SUBA-SEAL WORKS, BARNSLEY, YORKS
'Phone: 4081 'Grams: "Suba-Seal, Barnsley"

Pattinson's REGISTERED BRAND PRODUCTS

- LIGHT & HEAVY MAGNESIUM CARBONATES B.P.
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- MAGNESIUM OXIDE LEVISSIMA
- MAGNESIUM HYDROXIDE B.P.C.
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Our Research Division welcomes enquiries from any manufacturer with a problem in which any of the above products are concerned. Please write to our Sales Technical Department if you require fuller information.

for the ***PHARMACEUTICAL*** *Industry*

THE WASHINGTON CHEMICAL CO. LTD.

A member of the **TURNER & NEWALL ORGANISATION**

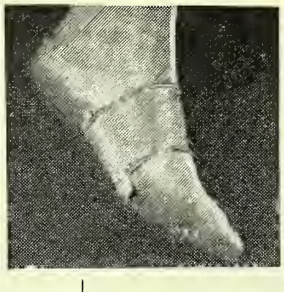
WASHINGTON · CO. DURHAM · ENGLAND



Φ6

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Popular and profitable



Elastic Net Bandage (*above*) *Supplied with ordinary National Health prescription.* The fine elastic net provides firm, constant support without restricting movement.

Metatarsal Pad (*right*) Chamois covered foam rubber pad with band of Lastonet. Exerts corrective influence to relieve arch strain and tired feet.

Arch Binder Affords relief in cases of strained arches.

Finger Stalls Require no strap or binding. In five sizes.

Adjustable Brace Attachment. Elastic For male wearers of surgical stockings

***Liberal discount to all stockists**

LASTONET PRODUCTS LIMITED, CARN BREA, REDRUTH, CORNWALL

YOUR OWN NAME WRAPPER

TOILET ROLLS

IN MANILLA OR SULPHITE TISSUE

Ask for prices and Particulars of Weights Required

WRAPPERS PRINTED AT NO EXTRA CHARGE

LIPTON'S PAPER MILLS LTD.

BANYARD ROAD, BERMONDSEY, LONDON, S.E.16

Remember

NOW IS THE TIME TO SELL AND DISPLAY

SEROCALCIN

TABLETS

NATIONAL PRESS ADVERTISING

National publicity on a big scale commenced on September 1st. Check your stock and get it displayed on your counter and in your window so as to associate yourself with this intensive campaign.

★ NEW PACKS AND DISPLAY CARTONS FREE!

If you have old packs, return them to us and we will replace them free with attractive new packs and compelling display cartons.



DOUBLE YOUR SALES & PROFITS

KENWOOD LABORATORIES LIMITED
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BUSH

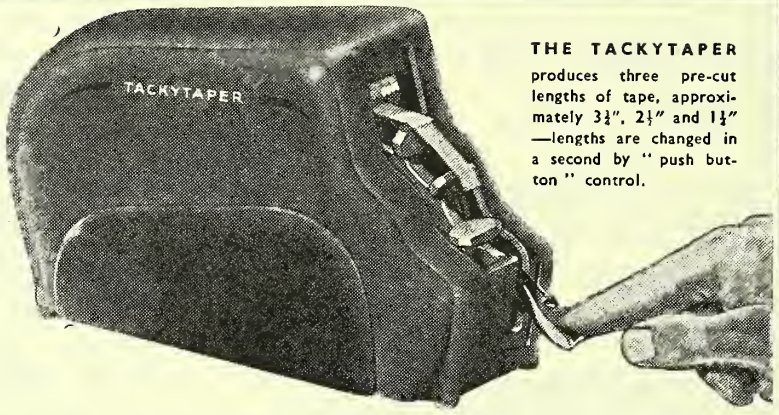
ACID BENZOIC B.P.
PURE SUBLIMED

SODIUM BENZOATE B.P.

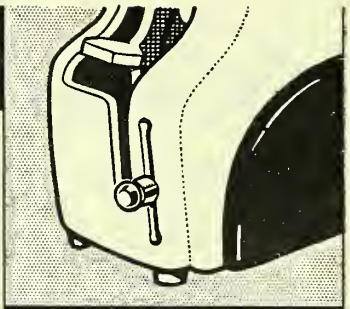
BUSH

W. J. BUSH & CO LTD · LONDON E8 · ENGLAND

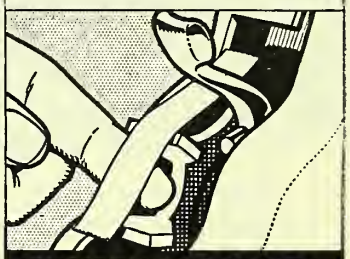
PRESS BUTTON PACKING & PACKAGING



THE TACKYTAPER produces three pre-cut lengths of tape, approximately 3½", 2½" and 1¼" —lengths are changed in a second by "push button" control.



3 LENGTH CONTROL



FINGERTIP APPLICATION

BUTTERFLY BRAND Regd.

Sturdily constructed for use in Warehouse or on production line. Positive repeat action handles Butterfly Brand (regd.). Cellulose Tape from ¼" to 1" wide.

PRICE £7-10-0

Please send for leaflet 3040 PW or ask for demonstration.

TACKYTAPER *for use with* BUTTERFLY BRAND Regd. CELLULOSE TAPE

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Tel.: CUNNINGHAM 8318 & 8267
★Makers of the world-famous 'SUNGARD' Sunglasses

BOTTLE CAPS and RINGS



WAGNER'S DRY AUTOMATIC
Best in quality and appearance
PROMPT DELIVERIES

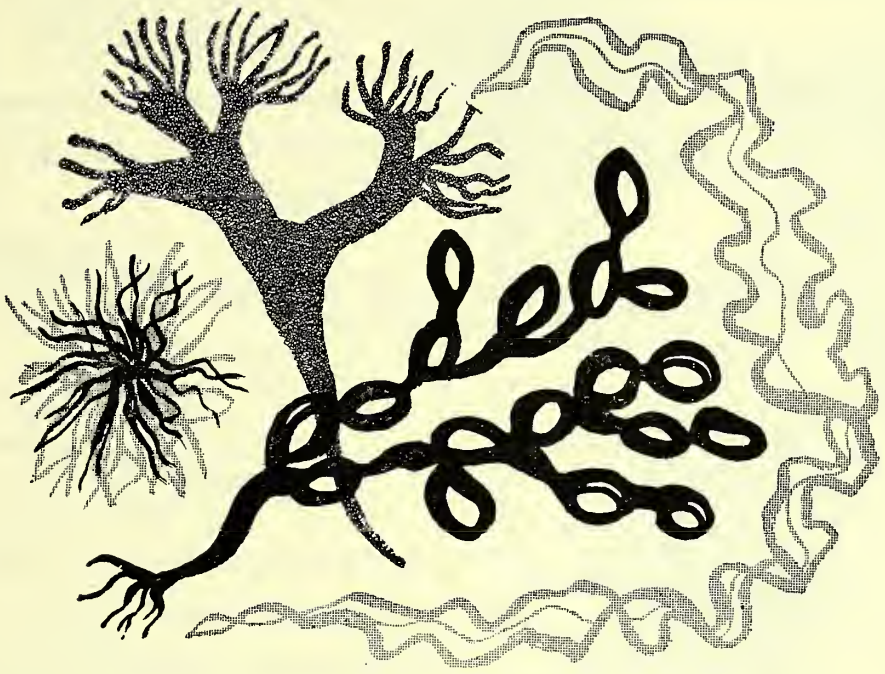
R. V. WAGNER Bushey Hall Garage, Bushey Hall Road Watford, Herts

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ASK YOUR WHOLESALER, OR WRITE:
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TANNIC ACID
AND DERIVATIVES

THE BRITISH DYEWOOD COMPANY LIMITED
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IODINE PREPARATIONS

Potassium Iodide, Ammonium Iodide,
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New customers are often won or lost the moment they enter your place of business. It all depends upon what they see. If you and your assistants appear in fresh, clean, well-fitting attire, the effect produced is always favourable because smartness is invariably associated with efficiency.

Why not improve your own business this simple way? At Denny's you will find the right garments for your staff, specially designed for your particular trade, supplied from stock or made to measure in materials and colours to suit your preference. We can also supply embroidered trademarks or house names that provide a smart finishing touch to any uniform.

Send NOW for free, comprehensive Catalogue giving directions for self-measurements and current Price List, which proves our charges are highly competitive. Special contract terms are offered for large quantities.

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SURGICAL ELASTIC HOSIERY

SEAMED. SEAMLESS.
TWO-WAY STRETCH.
ELASTIC NET.

SURGICAL BELTS TRUSSES AND SUNDRIES

Over 60 years' service of everything surgical

SURGICAL HOSIERY CO., LTD.

Russell Street, NOTTINGHAM

Telephone No. 75903 Telegrams: Surgical Notts

RENTOKIL

MOTHPROOFER & FLY SPRAY



CLEAN, SAFE, AND EASY TO APPLY — NEITHER STAINS NOR SHRINKS

COMPLETE OUTFIT 7/6

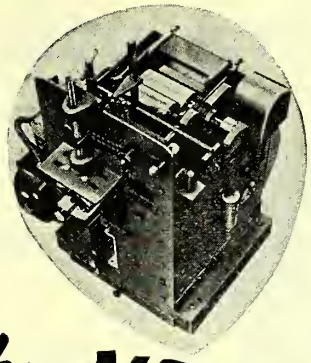
REFILLS - - 2/9

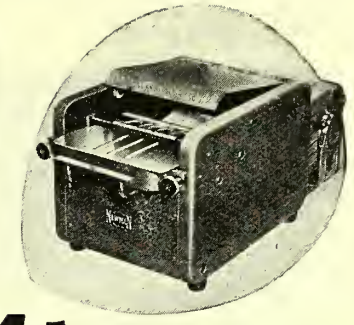
RENTOKIL MOTHPROOFER & FLY SPRAY is an essential 'buy'. Packed in attractive Counter Display Carton. Generous Trade Terms—ORDER TODAY

RENTOKIL LTD., Fetcham, Leatherhead, Surrey

Model 22A and 2C

Semi Automatic Labelling Machine—either for strip gumming or all over gumming.



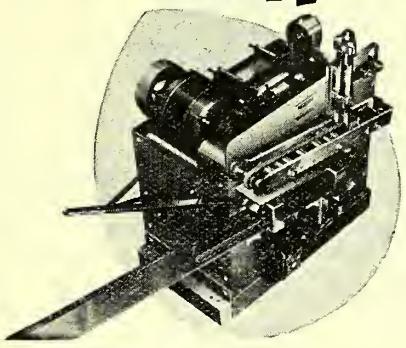


It pays to stick by NEWMAN

NEWMAN puts the labels on an ever increasing number of nationally known products. The heavy demand for Newman Labelling and Gumming Machines is sure proof of their efficiency.

Model 1D Machine

Self Feeding Motorised Gumming Machine



- ★ COMPACT—Portable and Sturdy
- ★ ACCURATE LABEL POSITIONING
- ★ SIMPLE TO OPERATE
- ★ SMOOTH RUNNING—Practically silent
- ★ GUARANTEED

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Fully Automatic Labelling Machine for small cylindrical objects.

Detailed specifications of these machines gladly sent on request

D. TRAPOW & COMPANY LTD • ENGINEERS

113/115A REGENTS PARK ROAD · LONDON · N.W.1 Tel : PRImrose 6688

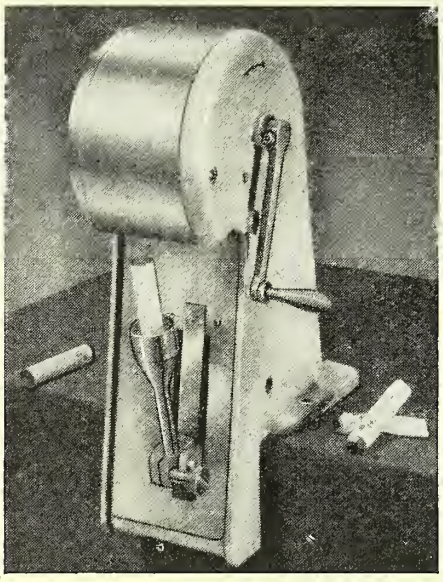


COMPRESSED PAPER PACKING LIMITED

HORTON ROAD · WEST DRAYTON · MIDDLESEX · Tel : WEST DRAYTON 2237

4 operations with 1 movement

PRE-FORM — 1st FOLD — 2nd FOLD — CRIMP



newest — fastest — quietest
hand-closing machine for tubes

The Flexile Semi-Automatic Tube Folding and Crimping Machine represents an entirely new principle in tube closing machines. The tube is placed in a holder. One easy turn of the handle brings the tube into position, pre-forms the end of the tube, folds twice, moving the tube automatically into the correct position for each fold, crimps and corrugates the fold and finally lowers and swings out the holder presenting the finished tube to the operator's left hand ready for removal.

The simple, sturdy construction of the machine reduces setting and maintenance to a minimum. Smooth gentle operation minimises noise and damage to tubes. Easy semi-automatic operation gives higher output with one operator than separate folding and crimping machines give with two operators.

Write for leaflet or ask for demonstration.

FLEXILE METAL COMPANY LIMITED
796 HOLLOWAY ROAD · LONDON · N.19

For Filling Tubes or Jars · FLEXILE HAND-FILLING MACHINES

HOME TRADE JKL EXPORT

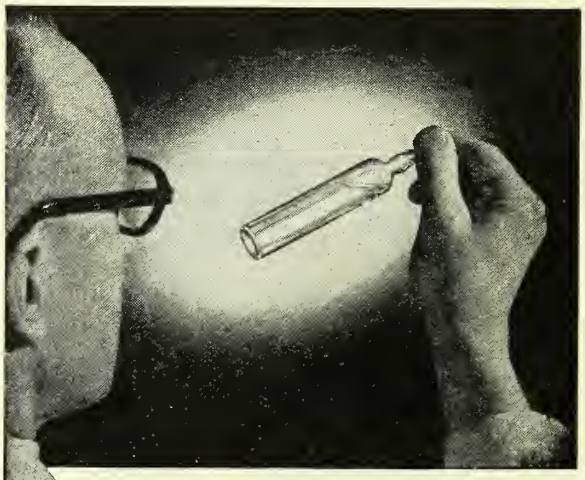
MANNA FLAKES
MANNITE
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ORRIS ROOT

and all other Botanicals, Gums, Waxes, Essential Oils and Spices

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24 OLD BROAD STREET, E.C.2

Telephone: LONdon Wall 4882, 6585 (3 lines)
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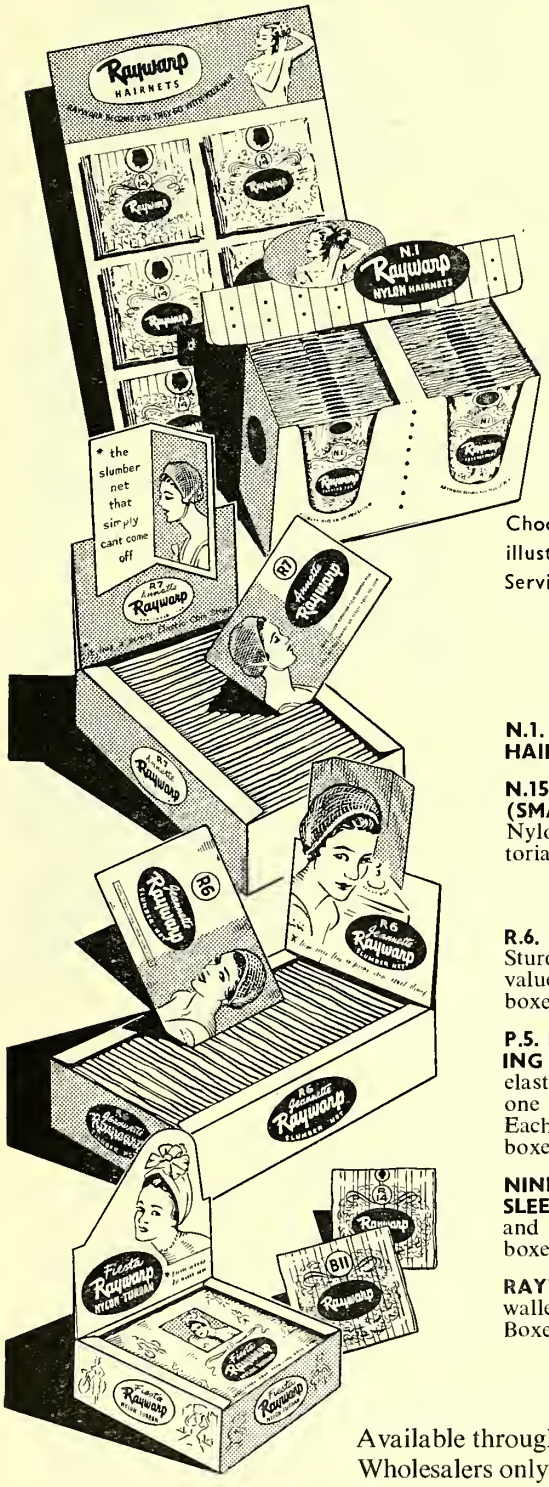
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tubes and vials
to all Standards

The FRANCO-BRITISH GLASS CO. LTD.,

15-17, KING STREET, ST. JAMES'S, LONDON, S.W.1
Telephone: TRAfalgar 4151

Raywarp Hairnets Sell Themselves

—and give you a good and speedy profit



Fine nets in fine packs are easier to sell.
Choose your most convenient form from the compelling sales aids illustrated and ask your wholesaler to take advantage of the By Return Service from Raywarp.

HAIRNETS INDIVIDUALLY PACKED

ONE GROSS SHOW BOXES OR ON HALF GROSS HANGING CARDS

N.1. NYLON SUPER-STRONG HAIRNET in Blue packet.

N.15. CRESCENDO SUPERFINE (SMALL MESH) 15 denier Nylon Hairnet. In new Pictorial packet.

R.14. REAL SILK HAIRNET. To tone with the hair. In Pink packet.

B.11. NYLON BUN NET, in superfine 15 denier. In Primrose packet.

SLUMBER NETS AND SPECIALITIES

R.6. JEANETTE SLUMBERNET. Sturdy net to last—unbeatable value. In Pictorial packet, boxed three dozen.

P.5. NYLON PANELLED SLEEPING NET. Superbly modernised elastic panels to support hair, one size for all hair styles. Each in Transparent packet, boxed one dozen.

NINETTE NYLON TRICOT SLEEPING CAP. In Peach, Sky, and White. Packed single, boxed one dozen.

RAYWARP HAIR GRIPS. Handy wallets of 12 for the handbag. Boxed one gross.

R.7. ANNETTE SLEEPING SETTING NET with elastic chin strap. Each in Pictorial packet, boxed three dozen.

43. TRIANGULAR STYLE SETTING NET. Large size, with tie-tape, packed singly, boxed one dozen.

FIESTA NYLON TURBAN. In four lovely shades. Packed single, boxed one dozen.

MOB CAP in Peach, Sky, and White. Fancy Nylon Tricot, trimmed with satin ribbon. Packed in individual transparent packs and boxed one dozen.

Available through Wholesalers only.

Write today for illustrated Price List and Catalogue to

RAYWARP TEXTILES LIMITED
Alfred Street North - Nottingham

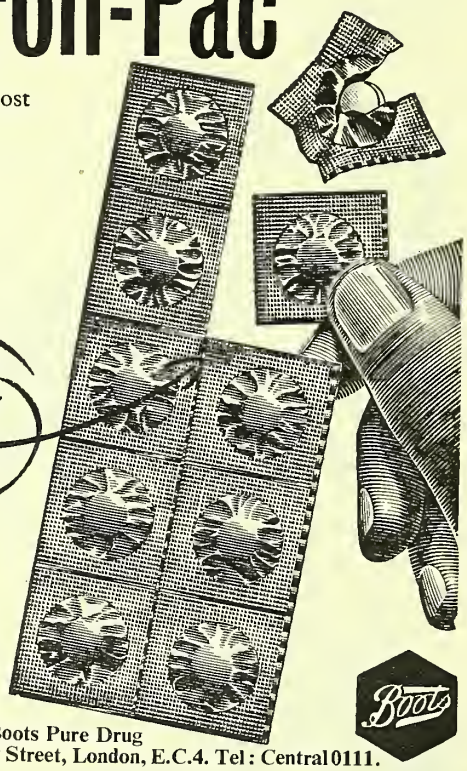
Raywarp HAIRNETS

TABILLIN in the new 'Foil-Pac'

This new method of packing protects each tablet until used — a most important consideration in oral penicillin therapy.

Tabillin offers these advantages:

1. Tabillins, being individually sealed, are protected against contamination and loss of potency.
2. Each dose of Tabillin is protected until required —therefore superior to liquid preparations.
3. Any quantity of Tabillin can be prescribed and dispensed without losing the advantages of individually-sealed protection. Wastage is eliminated.
4. Tabillins are supplied in four strengths to facilitate convenient dosage schedules.
5. 'Foil-Pac' Tabillins are economical. Available at no greater cost than unwrapped tablets.



TABILLIN *Penicillin Tablets B.P.*

Tablets of 100,000, 200,000, 400,000 and 500,000 I.U. Containers of 10 and 100 tablets.

Descriptive Literature obtainable from Wholesale and Export Department, Boots Pure Drug Co. Ltd., Nottingham. Tel: Nottingham 45501. London Sales Office: 71 Fleet Street, London, E.C.4. Tel: Central 0111.

"ZORBO" (REG'D)

Superfine Cotton Wool

This is a very old Trade Mark of ours and a product for many years in use by the Medical Profession and all those requiring a First Class Superfine Cotton Wool. Now packed in attractive white Cartons in various sizes and would be readily acceptable to your more exacting customers.

●

Of course this is just one of our Manufactures. We also supply in Cartons all BPC Dressings in Cotton Wool, Lint and Gauze.

●

Our Products are obtainable from Wholesalers, but should you have difficulty a line to us will have prompt attention.

ROBERT BAILEY & SON, LTD.
SURGICAL DRESSINGS MANUFACTURERS
DYSART STREET, GREAT MOOR, STOCKPORT
Phone: STEPPING HILL 3006/7 Grams: "UNDISPUTED" STOCKPORT



Keep it **DARK** *with* **SHADEINE**

Perfectly Harmless

—Your SALES are assured if you stock SHADEINE!

Still the best hair tint. In all natural shades. Stocked by all wholesalers. Trade prices—1 oz. 18/- per doz., 2 oz. 29/7 per doz. Purchase Tax 75%. Retail Prices 3/1¼ and 5/2 per bottle respectively. Also the new GOLDEN SHADEINE for lightening mousey hair. 2 oz. 18/- per doz., Purchase Tax 75%. Retail Price 3/1¼ per bottle.

TRADE MARK

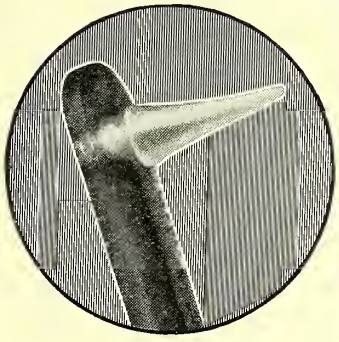
THE SHADEINE COMPANY
49 Churchfield Rd., Acton, London, W.3.

2 IMPORTANT DEVELOPMENTS ON THE *Wisdom* REGD. MOUTHBRUSH

You will probably already know that the Wisdom Mouthbrush is getting increasing recommendation by dentists. As a result, demand is steadily rising.

Most dentists like the Mouthbrush because they consider that gum massage is as important as cleaning teeth, and the Mouthbrush does both jobs equally well.

The following two developments will undoubtedly accelerate this progress.

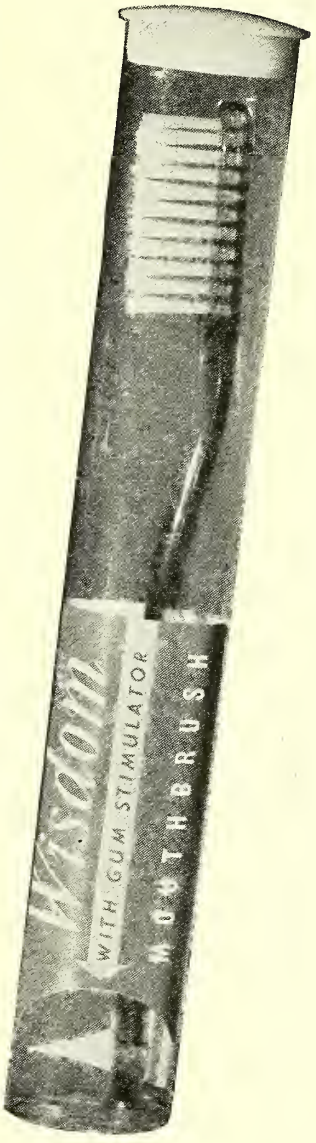


1 In response to requests from many dentists, we have now incorporated a gum stimulator in the handle of the Wisdom Mouthbrush.

The purpose of this stimulator is to massage the gums in the spaces between the teeth.

The stimulator is screwed into the handle, and if not required can be either unscrewed or cut off.

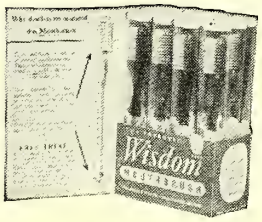
2 To encourage people to take their dentists' advice, we invite them to try the Wisdom Mouthbrush at our risk. If they do not like it after two weeks' use they can return the Mouthbrush to us (not you) and we will replace it free with any standard Wisdom Toothbrush. All they have to do is to post the Mouthbrush to us at Hertford and say what kind of brush they want in exchange.



● **This offer is advertised on a showcard (right) which we are enclosing with every dozen Mouthbrushes.**

We recommend that you should emphasize to your customers that the brush should be sent direct to us.

The Wisdom Mouthbrush is supplied in two textures — Soft/Medium and Hard/Medium. The consumer price is 2/3d. each.

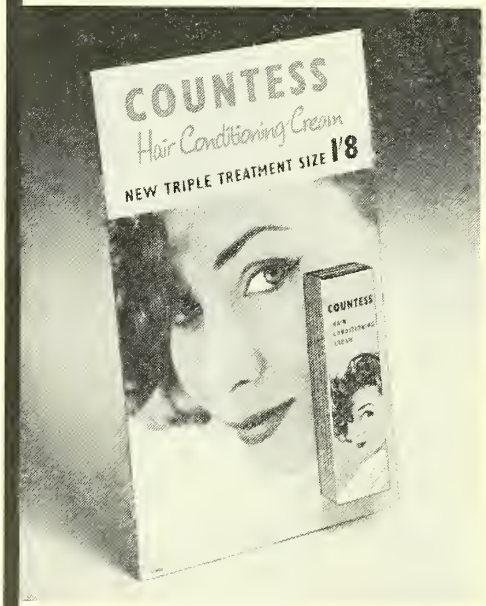


ADDIS LTD. BRUSHWORKS, HERTFORD

Now! 1/8



COUNTESS *in a new size!*



Display this appealing, eye-catching showcard. It announces the wonderful news. Countess in a triple-treatment size—for only 1/8! Just what your customers have been wanting!

There are quick profits to be made from Countess Hair Conditioning Cream! This summer, sales have risen phenomenally! Everywhere, women are enthusiastic about the wonderful effects of Countess on their hair.

And here—for even quicker profits, is Countess in a new triple-treatment size, selling at only 1/8!

A popular size—a very popular price! Order to-day. Make sure, at the same time, that you ask for the new 1/8 size Countess showcard. It catches the eye. It displays the 1/8 tube. It sells Countess!

Great Advertising Campaign!

Countess advertisements in large sizes are appearing in all leading women's magazines! There are dominant Countess spaces in the national and provincial papers! This month, special advertisements of the 1/8 triple-treatment size are appearing. *And* there is striking new display material. No wonder Countess sells fast!

Order Countess in both sizes:

Ten-treatment tubes to retail at **3/6**

And the new three-treatment tube to retail at **1/8**

COUNTY LABORATORIES LTD. · COUNTY BUILDING · HONEYPOT LANE · STANMORE · MIDDLESEX

The CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS
Supplement
28 ESSEX STREET, STRAND, LONDON, W.C.2

ORRIDGE & COMPANY 184 STRAND, W.C.2
Tel.: TEMple Bar 9212/3 & 6340
CHEMIST BUSINESS TRANSFER AGENTS AND VALUERS WHOLESALE AND RETAIL
BRANCHES: BIRMINGHAM · SOUTHAMPTON · LIVERPOOL · SHEFFIELD · CARDIFF
Irish Representative: Mr. J. A. Bassett, Ph.C., 57 Great Victoria Street, Belfast, Northern Ireland. Tel.: Belfast 27078

PREMISES TO LET

LEWES, SUSSEX. Two doors from Woolworths. Excellent shop premises with good living accommodation above. To let on lease at reasonable rent. Ideal for a progressive and established chemist. Full details from Edward Erdman & Co. (Shops Dept.), 6 Grosvenor Street, W.1. Mayfair 8191. C 1746

APPOINTMENTS

18/- per half-inch (min.) and pro rata. Box 2/-

PHARMACIST (MALE)
required for
UGANDA GOVERNMENT
MEDICAL DEPARTMENT
on probation for the pensionable establishment. Salary scale (including present temporary allowance of 35 per cent. of salary) £769 rising to £1,350 a year. Commencing salary according to experience. Outfit allowance £30. Free passages. Liberal leave on full salary after each tour of 30/36 months. Arrangements exist for preserving N.H.S. superannuation rights in approved cases. Candidates must be M.P.S. of Great Britain. Write to the Crown Agents, 4 Millbank, London, S.W.1. State age, name in block letters, full qualifications and experience and quote M3A/34423/CD. C 7578

BECKENHAM HOSPITAL, BECKENHAM, KENT
Part-time Pharmacist
required (three days a week). Whitley Council salary and conditions of service. Apply, with particulars of qualifications and previous experience, naming three referees, to Administrative Officer, Beckenham Hospital, Beckenham, Kent. C 7593

BOSTON COMBINED HOSPITALS (319 Beds)
Pharmacist
required. All types of hospitals served. Nationally negotiated conditions and salary.
Apply, stating age, qualifications, details of previous appointments held (if any) and names of two referees to the Hospital Secretary, Boston General Hospital, South End, Boston, Lincs.
Locum welcomed for interim period. C 7562

NETHERNE HOSPITAL, COULSDON, SURREY
(1) Pharmacist
(2) Assistant in Dispensing
required. Whitley Council salary and conditions of service. Applications should be sent to Medical Superintendent immediately. C 7574

ROYAL FREE HOSPITAL GROUP ELIZABETH GARRETT ANDERSON HOSPITAL
Pharmacist (female)
Applications are invited for the post of Pharmacist (female) at the above hospital. Salary in accordance with Whitley Council scale. Applications, together with names of two referees, should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 7579

NORTH-WEST DURHAM HOSPITAL MANAGEMENT COMMITTEE
Applications are invited for the under-noted vacancy:—
Senior Pharmacist
(resident or non-resident)
at the SHOTLEY BRIDGE GENERAL HOSPITAL (557 beds).
Appointment offers a thorough experience in all branches of hospital pharmacy. Applicant would be responsible for the manufacture of sterile preparations. Salary and conditions of service according to the Pharmaceutical Whitley Council decisions.
Applications, stating age, qualifications and experience, together with names of two referees should be sent to the Secretary, Shotley Bridge General Hospital, Shotley Bridge, Consett, co. Durham. C 7548

ROYAL BERKSHIRE HOSPITAL, READING
Pharmacist
required at above hospital (Category V). Adequate supporting staff. Whitley Council salary, plus additional payment for evening sessions. Applications, together with names of two referees, to Group Pharmacist. C 7583

SHREWSBURY GROUP 15 HOSPITAL MANAGEMENT COMMITTEE, ROYAL SALOP INFIRMARY, SHREWSBURY
Assistant in Dispensing
Applications are invited for the post of Assistant in Dispensing at the above hospital, with sessional duties at other hospitals in the Group.
Salary will be in accordance with Whitley Council scales.
Applications should be sent to the undersigned from whom any further particulars may be obtained.
J. P. MALLETT,
Group Secretary.
C 7577

ST. PETERS HOSPITAL, CHERTSEY, SURREY (430 Beds)
Deputy Chief Pharmacist
(Category IV) required. Salary and conditions of service in accordance with Whitley Scales. Applications stating age, and experience together with the names of two referees should be sent to the Hospital Secretary. C 7598

SOUTH-WEST GENERAL HOSPITALS GROUP H.M.C.
Applications are invited for the undermentioned post at Newmarket General Hospital:—
Senior Pharmacist or alternatively Assistant in Dispensing
The department is responsible for issue of drugs, dressings and instruments. Sterilisation carried out. The Group is mainly supplied from this unit.
Salary and conditions of service as laid down by the Whitley Council.
Applications, specifying appointment sought, with full details and names of two referees to Group Secretary, Management Committee Offices, Newmarket General Hospital. C 7595

THE HOSPITAL FOR SICK CHILDREN, GREAT ORMOND STREET, LONDON, W.C.1
Pharmacist
Applications are invited for the post of pharmacist at this hospital. Salary within the Pharmaceutical Whitley Council Scale (£450 x £25—£525) plus London Weighting, £25 for recognised higher qualification. Apply by letter to Chief Pharmacist. C 166

THE MILLER GENERAL HOSPITAL, GREENWICH, S.E.10
(a) Senior Pharmacist
(b) Pharmacist
Applications are invited for the posts of (a) Senior Pharmacist; (b) Pharmacist, in a well-equipped pharmaceutical department at the above hospital. Inspection of the department may be made by arrangement with Chief Pharmacist. Pharmaceutical Whitley Council Salary and conditions. Applications to Secretary, G. & D./H.M.C., St. Alfege's Hospital, S.E.10, as soon as possible. C 7575

UPTON HOSPITAL, SLOUGH, BUCKS
Senior Pharmacist
required at this General Hospital where there are busy out-patient clinics. Department equipped with facilities for manufacturing and sterile work which is increasing as the hospital grows in size. Salary £525-£625 plus higher qualification allowance where appropriate. Applications, stating age, qualifications and experience, together with names and addresses of two referees, to Hospital Secretary. C 7384

YORK "A" AND TADCASTER HOSPITAL MANAGEMENT COMMITTEE
Senior Pharmacist or Locum Pharmacist
required for County Hospital, York. Salary of permanent appointment £525 x £25—£625 p.a., with higher qualification allowance £25 p.a., e.g., A.R.I.C., F.P.S. Locum fee not less than £15 15s. per week. Applications, giving age, qualifications, experience and names of two referees to Secretary, Bootham Park, York, immediately. C 7582

WEST DORSET GROUP HOSPITAL MANAGEMENT COMMITTEE
Senior Pharmacist (male or female)
required. Salary and conditions of service in accordance with Whitley Council recommendations. Scale: £525 x £25—£625 p.a. The successful candidate will be required to assist in the pharmaceutical departments at both Weymouth and District Hospital, Weymouth, and Dorset County Hospital, Dorchester.
Applications, giving details of age, qualifications and experience, together with names of two referees, to Group Secretary, West Dorset H.M.C., Damers Road, Dorchester, Dorset, by October 9, 1954. C 7580

EST. 1883 BIS. 1941
C. Ribbands & Sons
The Complete Pharmacy Fitters
Shopfronts and Interiors
3 RAVEY ST., BISHOPSGATE, LONDON. E.C.2.

'UNISEC' from the Single Unit to the Complete Pharmacy
WRITE FOR YOUR COPY OF THE STANDARD REFERENCE OF PHARMACY FITTING
MYERS of OLD ST.
133/5 & 141/7 OLD STREET, LONDON, E.C.1

Appointments—Continued

YORK "A" AND TADCASTER HOSPITAL MANAGEMENT COMMITTEE

Pharmacist

Applications invited for post of Pharmacist at the Fulford Hospitals, York, Whitley Pharmaceutical Council conditions. Salary £450 x £25 —£575 p.a., plus higher qualification allowance £25 p.a., e.g., A.R.I.C., F.P.S. Applications giving age, qualifications, experience and names of two referees to Secretary, Bootham Park, York, immediately. C 7581

SITUATIONS OPEN

8/6 for 36 words (min.) then 3d. per word. Box 2/-

The engagement of persons answering these advertisements must be made through a Local Office of the Ministry of Labour or a Scheduled Employment Agency if the applicant is a man aged 18-64 inclusive or a woman aged 18-59 inclusive unless he or she, or the employment, is excepted from the provisions of the Notification of Vacancies Order, 1952.

RETAIL (HOME)

CENTRAL LONDON. Young lady (unqualified) required for dispensing and counter duties in good-class modern pharmacy. Position is permanent and offers good prospects with progressive firm. Saturday half-day; no Sunday, Bank Holiday or rota duties. Apply with full details, including age, experience and salary required to Box C 7542.

EALING. Excellent opportunity for energetic pharmacist to manage nicely fitted branch in pleasant suburban area. Generous salary and monthly bonus. Excellent self-contained flat available near to branch. Good supporting staff. Permanency with pension fund. Apply with full details stating when available for interview to Chief Pharmacist, Grange Road, Leyton, E.10. C 1738

ENFIELD. Young lady required as counter assistant for busy main road pharmacy. No dispensing knowledge required. Hours 9 a.m.—6 p.m. Congenial and permanent position. Apply stating age, and particulars of previous experience to Box C 7600.

HAYES, MIDDLESEX. Excellent opportunity for energetic pharmacist to manage busy branch in pleasant area. Well fitted shop. Adequate assistance. Modern dispensary. Progressive salary with monthly bonus and rota duty payments. Accommodation available if required. Permanency with pension fund, etc. Apply with full details stating when available for interview to Box C 1739.

ILFORD. Pharmacist required to manage expanding branch close to busy main line station. Up-to-date dispensary and excellent supporting staff. Self-contained flat available within easy distance of the branch. Attractive salary and bonus scheme. Apply with full details stating when available for interview to Box C 1737.

NORTH LONDON. Unqualified dispensing assistant required for pharmacy near the Angel, Edmonton. Duties chiefly dispensing. Permanent position. Salary plus bonus. Hours 9 a.m.—6 p.m. Three weeks holiday a year. Apply stating age and details of experience to Box C 7543.

NORTH LONDON SUBURB. Pharmacist required to manage spacious well fitted branch with substantial counter trade. Good opportunity for ambitious man to earn top salary together with monthly bonus and rota duty payments. Accommodation available if required, or assistance given in house purchase. Superannuation benefits, etc. Apply with full details stating when available for interview to Box C 1740.

PHARMACIST, male, wanted for busy pharmacy. Capable of taking charge. Good salary, pleasant conditions. Flat, other staff. A very good opportunity for young man seeking permanency. Three miles from Manchester centre. Apply giving age and usual particulars to Tinker, Chemist, 238 Bolton Road, Salford, 6. C 1759

PHARMACEUTICAL CHEMIST required to manage new retail shop, busy area West Midland town. Generous salary and directorship offered to suitable applicant. Reply with details of age, experience and salary required to S. Brindley, 1 Albany Road, Wolverhampton. C 1764

SCOTLAND: Chemist required to manage modern pharmacy in Kirkcaldy. A good salary will be paid with entry to superannuation after initial period of service. A modern four-apartment flat with kitchenette and bathroom is available at a very reasonable rental. Apply in writing stating age, experience and when available to: Mr. G. M. Archibald, Technical Supervisor, Retail Drug Department, S.C.W.S., Ltd. 187 Bogmoor Road, Shieldhall, Glasgow, S.W.1. C 1751

SCOTLAND—CHEMISTS. Wanted as managers for two pharmacies in Glasgow. Good salaries with entry to superannuation scheme after initial period of service. Well-fitted shops with good supporting staff. Applications in writing stating age, experience and when available. Apply to: Mr. G. Archibald, Technical Supervisor, S.C.W.S., Ltd., Drug Department, 187 Bogmoor Road, Shieldhall, Glasgow, S.W.1. C 1750

UNQUALIFIED ASSISTANT required immediately for four weeks owing to illness. Full or part-time. Apply Tobin, 50 Paddington Street, W.1. Wel. 6767. C 1755

WHOLESALE

A MEDICAL REPRESENTATIVE is required to contact doctors in Glamorgan and Monmouth. The position calls for a man of outstanding ability and character who can work on his own initiative. The situation is most congenial, and we are looking for a person who will make his career with us. The remuneration is above average and a company car will be supplied. Full details of age and experience should be submitted to the Sales Director, Pharmaceutical Laboratories Geigy, Ltd., Rhodes, Manchester. C 7604

A WELL-KNOWN FIRM OF MANUFACTURING CHEMISTS is about to extend its range of advertised lines and seeks representatives or commission agents in nearly all territories. Write in first instance for application form to Sales Director. Apply Box C 7570.

AN OPPORTUNITY OCCURS for a pharmacist in the packaging division of a well-known firm of chemical manufacturers near London. The engagement is on the manufaeture and packaging of ethical products, with opportunity for experiment in production and control methods. Salary according to qualifications and experience with prospects of advancement. Five-day week. Canteen facilities. Apply giving full details of qualifications and experience to Box C 7584.

ANALYST REQUIRED by well-known London pharmaceutical manufacturing house. Good working conditions. Please state experience and salary required to Box C 7559.

C. L. BENCARD, LTD., have a vacancy for a medical representative in an established territory comprising Derbyshire, Staffordshire and Leicestershire. Applications are invited from men with personality and initiative, who have had previous experience in detailing ethical products to all branches of the medical profession. Remuneration is by a progressive salary, a company car is provided and all expenses are paid. A profit-sharing scheme is in operation. Apply in own writing stating age, experience and salary required to: Sales Manager, Minerva Road, N.W.10. C 7603

BUYER REQUIRED by established company dealing in imported pharmaceuticals. Previous experience and good knowledge of overseas markets essential. Good salary and fullest particulars in confidence to Box C 7608.

CHEMIST ASSISTANT required (unqualified), male or female, previous experience in trade essential. Hardy & Son Ltd., Wholesale Chemists, Brown Street, Salisbury. C 1744

DUBLIN. Leading wholesale and manufacturing chemists invite applications for position of manager of patents and proprietaries warehouse. Excellent opportunity for man with wholesale experience of stock recording and staff control. Interview in U.K. if necessary. Full details and suggested salary to Box C 1747.

EVANS MEDICAL SUPPLIES, LTD., have vacancy for a representative to call on chemists in Yorkshire, based on Leeds. 5-years' experience of pharmacy essential. Age 25-35. Car provided. Pension scheme in operation. Apply: Chemist Sales Manager, Evans Medical Supplies, Ltd., Speke, Liverpool, 19. C 7597

EVANS MEDICAL SUPPLIES (NORTHERN), LTD., have vacancy for a pharmacist to call on doctors, hospitals, and veterinary surgeons on Tyneside and Tees-side, based on Newcastle. Age 25-35. Car and expenses allowance. Pension scheme in operation. Apply with full particulars of experience, etc., to the General Manager, Evans Medical Supplies (Northern), Ltd., Tower Street, Newcastle-upon-Tyne, 1. C 7596

EXPERIENCED tablet maker required fully conversant with all types of tablet machines. West London area, five-day week, canteen, pension scheme, etc. Apply in first instance with full particulars and salary required to Box C 7606.

EXPERIENCED OPERATOR required for sterile solution and injection department, either sex. Also drug assembler. Excellent conditions. Apply Biorex Laboratories, Ltd., 47/51 Exmouth Street (Mkt.), E.C.1. Phone: Terminus 9494. C 7587

EXPERIENCED PROCESS WORKER required by S.E. London manufacturing chemists. Five-day week. Canteen facilities. Apply Box C 7576.

EXPORT MANAGER required by well-established and rapidly expanding company of pharmaceutical merchants/manufacturing chemists dealing in bulk and packed pharmaceuticals for home and export trade. The position offers considerable scope for an energetic man of ideas and enterprise. Good salary commensurate with experience. Fullest particulars in confidence to Box C 7591.

GENERAL MANAGER required by London firm of manufacturing chemists, specialising in tablets and pills. Experience in both production and sales desirable. Apply giving full details of previous experience to Box C 1753.

LONDON MANUFACTURING CHEMISTS wish to appoint male assistants between the ages of 20 and 30 years for engagement in their manufacturing processes. Men with experience in factory and laboratory work essential, although a few years only experience would be acceptable. Apply Box C 195.

MARKETING EXECUTIVE. Benger Laboratories Limited, invite applications from pharmacists for an appointment at their head office. The work includes all aspects of the home and overseas marketing of pharmaceutical products in ethical, consumer and veterinary fields. The appointment offers considerable scope for progress, is permanent and pensionable. Applications, which will be treated in confidence, should give fullest details of age and experience, and be sent to the Marketing Controller, Benger Laboratories, Ltd., Holmes Chapel, Cheshire. C 7552

OLD-ESTABLISHED cosmetic manufacturers with expanding business require representative to cover Wales. Experience of cosmetic industry and/or good connection of chemists and departmental stores in the area preferable, but not essential. Remuneration by way of salary, commission, expenses and car allowance. Replies to Box C 7589.

MANAGER VAN SALESMAN REQUIRED

An excellent opportunity is open to a young intelligent man experienced in van selling to the retail trade who has progressed to Supervisor or Manager and is capable of building and controlling a van selling team.

This is a pioneering job in a large organisation selling Brand named products known and wanted in every household and the successful applicant has an unusual chance of building a fine career.

Remuneration in the initial stages by salary and bonus. Travelling expenses paid. Company pension scheme in operation.

State age, present employer and earnings in strict confidence.

Our own staff know of this advertisement.

Write to Box No. 8025, c/o Charles Barker & Sons, Ltd., 31 Budge Row, London, E.C.4. C 7592

WESTMINSTER LABORATORIES, LTD.

HOME SALES MANAGER

Applications are invited for the position of Home Sales Manager. Pharmaceutical qualifications and marketing experience in both ethical and public products desirable. Excellent working conditions; good salary and prospects; pension scheme. Write giving full particulars, including age, to General Manager, Westminster Laboratories, Ltd., Chalcot Road, London, N.W.1. C 7560

ALLIED LABORATORIES, LTD.

Require the services of an experienced Research Chemist (male) to take charge of pharmaceutical research, development and control. Previous experience in this field is essential. Write in first instance, stating qualifications and full details of past experience to Managing Director, Allied Laboratories, Ltd., 140 Park Lane, London, W.1. C 7573

Situations Open—Continued

MEDICAL REPRESENTATIVES
A well-known company, marketing an increasing range of unique medical products, intends to build up a representative force and has vacancies in the London area. Applicants must have a good background of modern therapeutics. Previous experience although desirable, is not essential. The positions offer the opportunity of an interesting and lucrative career to men of personality and ability who are prepared to work hard. All applications will be treated in strict confidence. Apply giving an outline of career, to Box C 7588.

MENLEY & JAMES, LTD., invite applications from men having a sound theoretical and practical knowledge of tableting to join their development unit in South London. The work will be interesting and conditions congenial, with good canteen facilities and pension scheme. Those interested in working for a progressive pharmaceutical company, having world-wide interests, should apply to Chief Chemist, 120 Coldharbour Lane, London S.E.5. C 7586

OLD-ESTABLISHED cosmetic manufacturers with expanding business require representative to cover the counties of Northumberland, Cumberland, Westmorland, Durham and North Lancashire. Experience of cosmetic industry and/or good connection of chemists and departmental stores in the area preferable, but not essential. Remuneration by way of salary, commission, expenses and car allowance. Replies to Box C 7590.

REPRESENTATIVE, resident in Northern Ireland, required to cover North and South. Well-known, old-established firm with advertised lines. Salary, commission and expenses. Must possess own car and have established chemists' connection. Box C 7585.

REPRESENTATIVE REQUIRED for South Wales, Bristol, Bath, Gloucester, etc. Proprietary medicines and herbal preparations. Apply, stating age, experience, with references to Carter Bros., Glen Laboratories, Shipley, Yorkshire. C 1758

ROCHE PRODUCTS, LIMITED, require medical representatives for (a) Derbyshire, Staffordshire and Leicester; and (b) London (Western) and Wilts. A pharmaceutical qualification or equivalent academic achievement desirable but representative experience not essential. Usual expenses and salary commensurate with experience. Contributory pension scheme in operation. Please send in confidence full details of age, experience, etc., to the Secretary, Roche Products, Ltd., 15 Manchester Square, London, W.1. C 7601

SOUTH COAST. Young pharmacist required as assistant to manager of wholesale firm specialising in distribution of ethical and proprietary preparations. The post offers possibilities of advancement to a man with initiative and ambition. Applications with details of past career to Box C 1761.

THE BRITISH DRUG HOUSES, LTD. Sales representatives. Applications are invited for sales representatives in: (1) East Midlands centred on the Nottingham area; (2) South Midlands based on Birmingham. Applicants must be pharmacists and not more than 40 years of age. Please write fully regarding experience, salary, etc., to British Drug Houses, Ltd., reference HAC/CMH, Graham Street, London, N.1. C 7572

SALES REPRESENTATIVE REQUIRED for North Wales, Cheshire and Shropshire by well-known manufacturers of a range of pharmaceutical and toilet products which are household names. Age should be roughly within the 25 to 45 bracket. Previous selling experience essential. Car provided. Salary, incentive schemes and full expenses. Send full details of experience, qualifications and earnings in confidence to Box C 7607.

TABLET MAKER with several years' experience in compressing required by firm of manufacturing chemists in N.W. London. Good wages and working conditions. Canteen. Pensions scheme. Please send full details of age, experience, etc., to Box C 7605.

WEST RIDING. Interesting manufacturing and travelling vacancy in small established manufacturing chemist's business. Congenial post. Firm's car provided. Box C 1745.

WORKING FOREMAN experienced in paste goods required by progressive North Manchester sugar confectionery manufacturers. Should be adaptable. Salary according to experience. Favourable staff pension and life assurance scheme in operation. Box C 7602.

WHOLESALE (OVERSEAS)

WEST AFRICA. Young pharmacist, married or single, required to act as travelling representative based on Lagos covering British West Africa. Post is pensionable and offers good remuneration and future prospects to anyone keen to assist in developing a new branch. A period of training at home will be provided before overseas duties commence. A knowledge of surgicals is an advantage. Applications with full details of age, education, technical and commercial experience to the Personnel Manager, Allen & Hanburys, Ltd., Bethnal Green, London, E.2. C 7571

SITUATIONS WANTED

3/- for 18 words (min.) then 2d. per word. Box 1/-

RETAIL (HOME)

LADY DISPENSER, Apothecaries Hall, desires change. Long experience chemists. Excellent references. Kent, Sussex or reasonable distance London. Salary and details to Box C 1763.

M.P.S.N.I., age 47, open for immediate position of responsibility. Permanent. Apply Box C 1760.

PHARMACIST, 54, wide experience, seeks congenial position as manager. City of London preferred, would consider S.W. London. Excellent references. Interview arranged. Free October 11. Apply Box C 1757.

PHARMACIST, 18 years' very successful managerial experience, seeks responsible position with definite prospects. Ethical pharmacy. Character can bear the strictest investigation. Full particulars please. Box C 1756.

WHOLESALE

ADVERTISING EXECUTIVE seeks position where long experience of pharmaceutical publicity can be used to advantage. Planning, copy, production, display, exhibitions and market research. Box C 1754.

COMPETENT EXECUTIVE, 17 years' experience all branches pharmaceutical trade. Ex-managing director; seeks position as sales manager or similar position where hard work and ability will receive their due reward. Long sales experience, pharmaceuticals, toilets, or sundries. Box C 1704.

EXPERIENCED REPRESENTATIVE, with own car and excellent connection throughout London area and suburbs, seeks change. Box C 1718.

F.P.S. with remarkable flair for solving mechanical production problems seeks contact with manufacturer beset by such. Unlimited ingenuity in reducing the stickiest problems to workable proportions. Pass your problem to an expert with insight and inspiration. Box C 1752.

PHARMACIST, 39, mobile, retail management and small-scale manufacturing experience, desires experience in larger scale, general drug, food, manufacturing, with progressive, reliable firm. Interested in machinery, electronics. Box C 1762.

SOUTH WALES. Experienced representative with strong wholesale and retail connection desires position with well-known company. Box C 1720.

YORKSHIRE, co. Durham, Northumberland area. Established representative with extensive wholesale and retail connection seeks engagement with well-known company. Good agencies sharing expenses considered. Box C 1707.

AGENCIES

17/6 for 36 words (min.) then 4d. per word. Box 2/-

M.A.A.—The badge of a good manufacturers' agent. Manufacturers requiring reputable agents are invited to communicate with the Secretary, The Manufacturers' Agents' Association of Great Britain & Ireland (Inc.), Bream's Buildings, E.C.4. Membership available to established agents only. Particulars supplied. C 4

AGENCIES WANTED

8/6 for 36 words (min.) then 3d. per word. Box 2/-

AGENCY. Company with expanding connection among chemists, stores, etc., London and Southern Counties, require additional quick selling and repeatable lines on commission basis (not bulk chemicals). Write Box C 1723.

RASHID & SONS, Marriot Road, Karachi-2 (Pakistan), Manufacturers' Representatives, experience two decades medicine line, handling reputed firms, seek further exclusive agencies of those manufacturing pharmaceutical specialities, patent medicines and allied lines whose products have been introduced in Pakistan and have gained fair popularity but still feel there exists ample scope for further developments. Advertiser could invest capital, wield influence in commercial circles, have wide and influential contacts, could maintain substantial stocks, full satisfactory and fair dealings assured. Reference Chartered Bank. C 1748

BUSINESS OPPORTUNITIES

17/6 for 36 words (min.) then 4d. per word. Box 2/-

OWN MATERIAL TABLETED, from 6d. per 1,000 upwards. Aspirin tablets a speciality. The Dales Tablet Makers, Ltd., Sceeton, Yorkshire. 'Phone Steeton 3222. C 185

WANTED

17/6 for 36 words (min.) then 4d. per word. Box 2/-

ALL KINDS OF BOTTLES, JARS, SCREW CAPS, cartons, packaging materials and manufacturers' stocks of all kinds bought at fair price for spot cash. We are buyers of merchandise of EVERY DESCRIPTION. Clearance Stocks. Discontinued lines. Surplus and Redundant Stocks. Should you have anything for disposal, please send us samples and particulars. Reliance Trading Co., 13 New College Parade, Finchley Road, N.W.3. C 153

MEDICAL BOTTLES, tablet bottles, closures and all types of packaging materials purchased, no quantity too large. Samples and full details to Noel Davold & Co., 9 Laurence Pountney Lane, Cannon Street, E.C.4. Mansion House 3951-2. C 178

WANTED URGENTLY: Two Manesty "No. 3" tablet presses, also a bath cube wrapping machine. Apply Box C 1725.

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:—Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Rd., London, W.11. Tel.: Bayswater 4020, 7692. C 140

MISCELLANEOUS

SHOWCASES, SHOWCASES, SHOWCASES. Latest designs. All sizes including glass counters. Free delivery. Write for details to (Dept. "P"), Vandome & Hart, Ltd., Wenlock Rd., London, N.1. (Established 1660). C 196

SALES BY AUCTION

18/- per half-inch (min.) and pro rata. Box 2/-

By Order of Potter & Clarke, Ltd.
STEPNEY, E.1
VICTORIA MILLS, FAIRCLOUGH STREET
IMPORTANT FREEHOLD INDUSTRIAL PROPERTY
suitable for FACTORY, WAREHOUSE or DISTRIBUTING DEPOT
WITH THREE ROAD FRONTAGES
3 Lifts, Central Heating, Sprinklers, Good Loading Facilities
FLOOR SPACE 75,000 sq. ft.
VACANT POSSESSION
LEOPOLD FARMER & SONS,
in conjunction with
RICHARD ELLIS & SON
will offer the above for Sale by Auction at the London Auction Mart, 155 Queen Victoria Street, London, E.C.4,
THURSDAY, 18th NOVEMBER, 1954,
at 2.30 p.m.
unless previously sold.
Particulars of George Tilling & Knight, Solicitors, Devonshire Chambers, 146 Bishopsgate, E.C.2, Richard Ellis & Son, Chartered Surveyors, Chartered Auctioneers & Estate Agents, Ingram House, 165 Fenchurch St., E.C.3. Tel.: Man. 8321, and Leopold Farmer & Sons, Industrial Property Specialists, 46 Gresham St., E.C.2. Tel.: Mon. 3422. C 7599

MISCELLANEOUS SALES

17/6 for 36 words (min.) then 4d. per word. Box 2/-

ASSORTED MEN'S HAIR BRUSHES at 1/11d. each plus postage (6—11d., dozen 1/3d.). Assorted shaving brushes at 1/3d. each plus postage (6—7d., dozen 11d.). C.O.D. or cash with order. Nylon tooth-brushes packed in cardboard cartons, each containing 2 dozen. One carton (2 dozen), 8s. Six cartons (1 gross), 38s. Sealed cardboard cartons containing 500, £6 7s. 6d. Carriage paid home. Cash with order or c.o.d. Selwin (Northwich), Ltd., Northwich, Cheshire. C 1765

MODERN CHEMIST SHOPFITTINGS, drug ranges, wallcases and frameless sliding doors display counters and showcases; all styles of window fittings and display stands. D. Matthews & Son, Ltd., Complete Chemist Shop Fitters and Shop Front Builders, 14/16 Manchester St., Liverpool. C 141

TRADE MARKS

THE TRADE MARKS set out below were assigned on 12th April, 1954, by Citrus Products Company, Ltd., of Sardinia House, Lincoln's Inn Fields, London, W.C.2, to The Apollinaris Company, Ltd., of the same address without *the whole goodwill of the business* in which they were then in use.

No.	*Name*	*Goods*
273219	CRELUX	Substances used as food or ingredients in food.
283893	MARGA	
664572	LEMOSAN	Mouthwashes.
666008	MAGISPRAY	Preparations and substances for laundry purposes, cleaning, polishing, scouring and abrasive preparations, and soaps.
666010	SANISUD	
666912	BLUE STAR	
634751	CITRAVINCTA	Pharmaceutical preparations and substances; infants' and invalids' foods; disinfectants.
637774	HEX-CITRA	
664573	LEMOSAN	Medicated mouthwashes.
666009	MAGISPRAY	Pharmaceutical preparations; veterinary and sanitary substances; and disinfectants.
666011	SANISUD	
692051	GLUCOZIME	Medicated drinks.
634744	PALCIT	Non-alcoholic drinks, syrups and other preparations for making beverages.
646506	BLUE STAR	
666675	GLU-CODA	
675700	FLIPP	
688826	PIPPLET	
692052	GLUCOZIME	

C 1749

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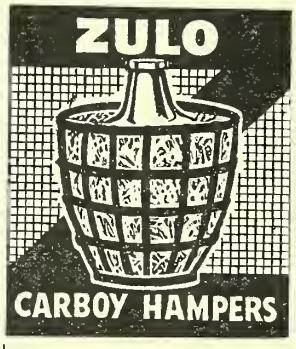
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